

Account Executive – Reston VA

FrontStream is seeking an energetic **Account Executive** to join our team in **Reston, VA**.

Our Account Executive works with Mid-Market customers and National Accounts and is responsible for driving the adoption of the Panorama Fundraising Platform with new nonprofit organizations.

You will drive the sales process in a performance-based environment to identify how nonprofits can get the most out of our digital fundraising platform. We want to talk to you if you are energized by closing deals and developing your career.

The ideal candidate will possess a consultative ‘problem solving’ approach to selling, have a passion for the nonprofit space, and can showcase our platform and range of solutions to prospects.

At FrontStream, you are working every day to help charities in Canada, the U.S. and Australia support the good they do in their communities, and achieve their fundraising goals using our solutions!

Company Overview:

FrontStream supports over 10,000 charities and corporate customers across the globe. We are revolutionizing fundraising through our all-in-one platform, Panorama, that brings together all the software tools a charity needs to do the important work they do. We are the trusted provider of online fundraising and auctions, event management, donor management, and workplace giving to our international customer base.

Key responsibilities include, but are not limited to:

- Drive sales and adoption of Panorama Fundraising platform to new clients.
- Methodically qualify, build, and be responsible for an accurate sales pipeline using both inbound and outbound techniques to acquire new business.
- Responsible to source 50%+ of your own pipeline.
- Own the sales process for medium and large new logo customers from first contact, discovery call, to conducting the demo yourself, to ultimately contract negotiation.
- Maintain a healthy pipeline within Salesforce.com (SFDC)
- Lead web-based presentations, demonstrating strong product knowledge of the Panorama Fundraising platform.
- Sell to VP & C-Suite executives and navigate through multiple decision-makers to manage relationships and secure all approvals.
- Exhibit consultative selling by asking questions and understanding the client's needs and how our Panorama Fundraising platform can solve those needs.

- Consistently exceed your quarterly and annual sales quota and be well-compensated for doing so.
- Become an expert on both the Panorama Fundraising suite of tools and the nonprofit industry, enabling you to have consultative and strategic sales-related conversations with prospects.

Required Experience

- At least 3+ years of sales experience
- An ambitious spirit who loves to win: A track record of consistently exceeding established goals
- Excellent listening, verbal, written, negotiation, and presentation skills
- Ability to learn new tools and software quickly
- Strong sales ability with a proven record of exceeding quota selling software and related solutions
- Strong negotiation and closing skills

Preferred Skills and Experience

- Experience selling into nonprofit organizations
- Salesforce CRM knowledge
- Training on Sandler, MEDDIC, or other solutions-based selling methodology
- Technical capacity
- Sales experience selling into enterprise accounts
- Worked in fundraising at a large nonprofit organization

The company is headquartered in Reston, VA with offices in Cambridge, MA, Toronto, ON and West Melbourne, VIC, Australia.

Interested candidates should send resume, references and salary history to: careers@frontstream.com with **“Account Executive - RES”** in the subject line. No phone calls please.

FrontStream is an equal opportunity employer. The successful applicant will have proven eligibility to work in the US.