

### ***Enterprise Sale Account Executive – Reston VA***

**FrontStream** is seeking an energetic and hardworking **Enterprise Sales Account Executive** to join our team in **Reston, VA** to sell our SaaS platform and services. 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. If you are passionate about helping others and want to work at a growing company whose mission is to create and provide the software tools for Non-Profits to succeed, FrontStream may be the place for you!

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.

#### ***Why Work at FrontStream?***

- Fun work environment with a collaborative atmosphere, as well as opportunities for training and growth
- Health, Dental, and Vision Insurance options, as well as company paid short-term, long-term and life insurance
- Retirement savings program with company match
- 10 holidays and a Time Off program
- Work/Life Balance – Travel for this position is less 5% of the time

#### ***Position Overview:***

The **Enterprise Sales Account Executive** will sell our integrated platform and services to Nonprofit organizations across North America. No hiding the fact that this is a sales role and it requires a lot of effort and activity to ensure success in the position, which can come with great financial reward!

#### ***Key responsibilities include, but are not limited to:***

- Conduct qualifying sales calls with prospects to discover which platform package is best for their charity
- Create and execute targeted prospect email campaigns (using Salesforce.com tools)
- Demo the Panorama fundraising platform to prospects

- Manage and forecast your sales pipeline
- Close deals!

***Skills and Experience Our Team Members Typically Possess***

- 2-5 years of sales experience
- Experience selling software or solutions-based products, SaaS or CRM is highly preferred
- Track record managing the full sales cycle
- Knowledge of Microsoft Office and Salesforce.com
- Consultative approach to selling
- Excellent verbal and written communication skills
- Comfortable with the change that comes with a growing SaaS company
- Bachelor's degree in Business or related field
- Previous Non-profit or SaaS/CRM selling experience is a plus!

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](mailto:careers@frontstream.com) with **"Enterprise Sales - 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.