

Inside Sales Executive— Reston, VA

FrontStream is seeking an energetic **Inside Sales Executive** to join our team in **Reston, VA** to sell our SaaS platform and services. 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 Non-Profits support the good they do in the community, and achieve their fundraising goals using our solutions! Your Knowledge Base + Customer Collaboration = Success for All!

Company Overview:

FrontStream supports over 10,000 charities and corporate customers across the globe. FrontStream is revolutionizing fundraising through its all-in-one platform, Panorama. We are the trusted provider of online fundraising and auctions, event management, donor management, and workplace giving to our international customer base. We have been serving the nonprofit sector for more than a decade, and we love what we do!

Position Overview:

The **Inside Sales Executive** will sell our integrated platform and services to Nonprofit organizations across the US and Canada. 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. Previous Non-profit or SaaS/CRM selling experience is a plus!

Key responsibilities include, but are not limited to:

- Conduct fact gathering phone calls with Nonprofit professionals to discuss competitive solutions/options
- Conduct outbound calls to prospective clients and develop new business territories
- Create and execute targeted prospect email campaigns (using Salesforce.com tools) in conjunction with marketing
- Make outbound cold calls and assist with various social media sales campaigns
- Demo the product on sales calls and on Go To Meetings to prospects
- Manage and forecast your sales pipeline in Salesforce.com
- Make phone calls with decision makers to finalize and close the sale

Requirements include:

- Minimum of 3+ years of inside sales experience
- Must have experience selling software or solutions-based products, SaaS or CRM is highly preferred
- Proven track record managing the full sales cycle
- Nonprofit or fundraising experience preferred
- Knowledge of Microsoft Office and Salesforce.com
- Hard worker who can hustle and make things happen
- Consultative approach to selling
- Excellent verbal and written communication skills
- Bachelor's degree in Business or related field

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 **"Inside Sales Ex- 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.