



Job Title: Field Sales Executive

Reports to: CEO

Position Brief:

Do you find yourself naturally starting conversations and connecting with people? Do you consider yourself a life-long learner? Do you love working on a close-knit team? If so, Community Funded is a great place to grow your career!

At Community Funded, we build a technology platform designed exclusively for Higher Education, Healthcare, and Nonprofit organizations, specializing in online fundraising, supporter engagement, and donor management. We were founded in 2011 by three individuals passionate about connecting people to the causes they care about. From these humble beginnings, we've grown to serve an international client base with cutting-edge solutions that empower organizations to transform their communities through generosity. Our enterprise-level software is only part of who we are --- at our core, our passion is driving positive impact and inspiring individuals to manifest their aspirational selves through philanthropy.

For more information visit our careers page at <https://www.communityfunded.com/careers>.

Essential Functions & Responsibilities

The ideal candidate for this role has a passion for higher education, the healthcare industry and nonprofit organizations, is motivated and has experience in learning about and selling technology to serve in those industries. The successful candidate also has a working knowledge of SaaS technology. Once hired, you will receive on-the-job training and then take over a US region/territory.

- Work with prospects and customers in a consultative manner to determine the best options for their organization using the Community Funded platform.
- Respond effectively to prospect needs and questions, both technical and non-technical.
- Deliver professional product demonstrations in person and through video meetings to potential clients.
- Learn and maintain product knowledge through collaboration with sales, marketing, client success, and engineering teams.
- Log progress on leads and opportunities for easy reporting and visibility.
- Assist other team members with sales and business transactions when necessary.

Qualifications & Requirements

The ideal candidate will have strong online training experience and client services experience; strong interpersonal skills and significant success in a small company environment.

- Bachelor's degree preferred
- 2+ years experience in outside sales selling SaaS
- Experience in Nonprofit, Higher Education, or Healthcare donor engagement role preferred
- Experience with HubSpot a plus
- Demonstrated problem-solving and technical skills
- Excellent verbal, communication, writing, and documentation skills
- Positive, supportive, and welcoming attitude
- Ability to translate technical jargon for the average consumer
- Experience strategically selling enterprise software and services of \$25,000 or more preferred
- Ability to travel frequently to meet with prospects and team members. Travel is not expected to exceed 5 days/month with the exception of conference attendance which occurs in the first quarter of the year.