



# Helping good happen

Over 20,000 nonprofits and socially minded companies have used FrontStream's fundraising software to power their auctions, charity events, peer-to-peer and online fundraising, and employee giving. Simply put, we help our customers raise more for their causes, and do more good in their communities.

## POSITION

### Solutions Expert (inside sales)

## THE ROLE

FrontStream is seeking an energetic account executive experienced in driving new sales of cutting-edge technology products. If you are passionate about closing deals and increasing revenue in a growing software company, being part of a performance-based environment, while delivering products and services that help nonprofits raise more funds to support good causes and positive change, FrontStream may be the place for you!

## WHAT YOU'LL DO

- Sell our integrated all-in-one digital fundraising platform and services to nonprofit organizations across the US and Canada. Organize and deliver effective product and configuration training sessions with confidence
- Drive sales and adoption of the Panorama Fundraising platform to exceed quarterly and annual quotas
- Own the sales process for new customers from first contact to closing the sale: discovery call, product demonstrations, proposal delivery and contract negotiation
- Exhibit consultative selling approach by asking questions, handling objections, communicating platform value proposition, and understanding the client's needs and how our Panorama Fundraising platform can solve those needs
- Conduct fact gathering phone calls with nonprofit professionals to discuss their fundraising goals and explain how our platform can help them exceed those goals.
- Lead web-based presentations, demonstrating strong product knowledge
- Rapidly qualify a high-volume of inbound leads
- Create and execute targeted sales-driven email campaigns in conjunction with marketing
- Manage sales pipeline and maintain accurate forecast in Salesforce.com

## WHO YOU ARE

- You have 3 or more years of inside sales experience
- You possess experience selling software or solutions-based products, SaaS or CRM is highly preferred
- You have a proven track record managing the full sales cycle.
- You have knowledge of Microsoft Office and Salesforce.com
- You are a hard worker who can hustle and make things happen
- You understand a consultative approach to selling
- You are an eloquent verbal and written communicator
- You are a decision maker with attention to detail

## OUR AWESOME BENEFITS

- 100% Remote Work! No more “when will we have to go back into the office” worries. FrontStream supports remote employees all over North America
- Complete health, vision, and dental insurance
- FSA & HSA
- No rigid vacation policy, instead FrontStream provides employees with “Responsible Time Off” – we trust you to take the time you need when you need it
- Paid holidays
- 401(k)with employer match

## DIVERSITY STATEMENT

At FrontStream, diversity is fundamental to how we grow and manage our business. We're committed to building a diverse workforce that cultivates and supports individuals of all backgrounds, and we strongly encourage people of different races, ethnicities, sexual orientations, gender identities, and persons with disabilities to apply. FrontStream is an equal opportunity employer, and we will welcome everyone to our team!

# Interested?

Submit your resume to [careers@frontstream.com](mailto:careers@frontstream.com)  
with “Solutions Expert” in the subject line.