

***Inside Sales Executive (SaaS) – Reston, VA and Toronto, ON***

**FrontStream** is seeking an experienced, results driven **Inside Sales Representative** to generate net new sales of our Panorama digital fundraising SaaS platform. If you are passionate about building pipeline, closing deals and exceeding revenue goals in a growing software company, and being part of a performance-based environment, while delivering solutions and services that help Nonprofits raise more funds to support good causes and positive change, FrontStream may be the place for you!

***Company Overview:***

Trusted by 100,000 charities and socially responsible corporations across North America, FrontStream is revolutionizing fundraising through its all-in-one digital fundraising platform, Panorama. Our cloud based, SaaS platform enables charity organizations to successfully plan, manage and promote donation campaigns and fundraising events. We have been serving the nonprofit sector for more than a decade, and we love what we do!

***Position Overview:***

The **Inside Sales Representative** will sell our integrated all-in-one digital fundraising platform and services to Nonprofit organizations across North America. The ideal candidate will possess a consultative 'problem solving' approach to selling, proven talents for building relationships, compassion for nonprofit's missions, and the ability to showcase our platform and range of solutions to prospects. Previous SaaS selling experience is a plus!

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

- Drive sales and adoption of the Panorama Fundraising platform to new clients in order to exceed quarterly and annual quotas.
- Own the sales process for new logo customers from first contact, discovery call, product demonstrations, proposal delivery, contract negotiation and ultimately--the close.
- Exhibit consultative selling approach by asking thoughtful questions, conducting effective discovery to maximize opportunity, handling objections, communicating platform value proposition and understanding the client's needs and how our Panorama Fundraising platform can solve those needs.
- Demonstrate strong product knowledge of the Panorama Fundraising platform and fundraising industry trends.
- Rapidly respond and qualify a high-volume of inbound leads.
- Conduct fact gathering, qualification phone calls with Nonprofit professionals to discuss their fundraising goals and how Panorama will help them exceed these goals.
- Create and execute targeted sales-driven email campaigns in conjunction with marketing.
- Conduct product demonstrations on sales calls and web-based meetings.

- Successfully build and manage sales pipeline and maintain accurate forecast in CRM.
- Make phone calls with decision makers to finalize and close the sale.

***Requirements include:***

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

***FrontStream Benefits:***

- Competitive base salary and uncapped commission
- Fun, collaborative, flexible work environment with opportunity for growth
- Health, Dental and Vision Insurance and Retirement 401K Benefit options
- Generous time-off and 10 paid holidays

The company is headquartered in Reston, VA with an office in Toronto, ON.

Interested candidates should send resume, references and salary history to: [fs-recruiting@frontstream.com](mailto:fs-recruiting@frontstream.com) with **"Inside Sales Exec"** 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.