

Sales Executive (Merchant Services)- Work Remote!

FrontStream is seeking a driven **Sales Executive** to work **remotely** and join our growing and innovative sales team with a focus on selling our **merchant services solutions**.

Company Overview:

FrontStream is the industry leading organization of SaaS fundraising solutions for nonprofits. We provide an integrated, enterprise-wide fundraising platform for all your fundraising, auction, donor management, corporate social responsibility (CSR), and payment processing needs via our leading social innovation products. Our team is collaborative, enthusiastic, and delivers on our promises.

Over 10,000 nonprofit and corporate customers use our Intelligent Engagement Platform. We have been serving the nonprofit sector for more than a decade, and we love what we do!

Position Overview:

The scope of this position includes selling, supporting, and promoting our services and payment processing solutions to prospective partners. The ideal candidate will have a proven track record in selling payment processing solutions. They will also possess a consultative approach to selling and be able to showcase FrontStream's line of payment products as an overall payment solution provider to several verticals such as education, automotive, nonprofits, and many more.

Key responsibilities include but are not limited to:

- Conduct outbound calls to prospective clients and develop new business territories
- Follow up on potential sales opportunities, continue on-going relationship management, and forecast sales pipeline updates
- Attend fact gathering meetings with C-level executives to discuss competitive payment solutions/options and ultimately meet with the financial decision makers to finalize the sale
- Analyze client statements for proper pricing and boarding merchants with appropriate technology (either proprietary FrontStream applications or 3rd party solutions)
- Attend various trade shows and deliver presentations at select user conferences
- Ability to interface with our external clients and with several internal departments including marketing, technology and operations
- Assist with specific content for marketing material development

Desired Sills:

- Proven track record selling payment processing solutions
- Hunter mentality- ideal candidate will excel at finding and generating new business
- Ideal candidate will possess an extensive understanding of payment integrated solutions' selling and have strong industry knowledge
- Demonstrated project management skills and excellent verbal/written communication skills
- Knowledge of Microsoft Office required
- Bachelor's degree in business or related field
- Must have the ability to travel as needed

The company is headquartered in Reston, VA with offices in Cambridge, MA, Lancaster, PA, Toronto, ON and West Melbourne, VIC, Australia.

Interested candidates should send resume, references, and salary history to: careers@frontstream.com with "**Sales Ex (Merchant Services)**" 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 United States.