

SaaS Inside Sales Representative – Cambridge, MA

FrontStream is seeking an energetic and hardworking **SaaS Inside Sales Representative** to join our team in **Cambridge, MA** to sell our platform and services to Non-Profit Organizations! Previous Non-profit or SaaS selling experience is a huge PLUS!

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 **SaaS Inside Sales Representative** 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.

Key responsibilities include, but are not limited to:

- 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 GoTo Meetings to prospects
- Manage and forecast your sales pipeline in Salesforce.com
- Conduct fact gathering phone calls with Nonprofit professionals to discuss competitive solutions/options
- Make phone calls with decision makers to finalize and close the sale

An Inside Sales Representative has the following skills:

- Minimum of 2-5 years of inside sales experience
- Must have experience selling software or solutions based products, SaaS is 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, Lancaster, PA, Toronto, ON and West Melbourne, VIC, Australia.

Interested candidates should send resume, references and salary history to: careers@frontstream.com with "**Sales Rep- CAM**" 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.

