

***Business Development Representative – Cambridge, MA***

***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 role of Business Development Representative (BDR) will be critical to the growth of Frontstream. Tasked with identifying, qualifying and aiding in the closing of new accounts, this position has tremendous growth potential selling SaaS solutions at the crossroads of social good and technology.

This position would be the first stop in our career-progression plan, which would include working directly with our existing clients on the Renewal Sales Team, selling new products to small-to-medium sized organizations and finally closing out large, five-and-six figure deals to both corporate and nonprofit partners. Once graduated from our BDR Team, commission potential is uncapped.

***Some of the things we are looking for in our next sales rock-star include:***

***Tenacious Work Effort:*** Take pride in being the first one in and the last one out of the office. The more opportunities you create, the more both you and the business wins

***Puzzle Solving:*** Using a combination of Salesforce (our internal database), the web, LinkedIn and many other tools, identify where Frontstream tools can be of service to a new or existing client. We will work with you to develop skills to hunt strategically, not blindly

***Smile, Dial, Repeat:*** Part of this job is not glamorous but it pays the bills...we need you to hit the phones hard at times to help us identify prospects for our best-in-class solutions. No sales job is without this though so know upfront this is part of the position

***Communication and Writing Skills:*** You will be sending a lot of customized emails in this position to all sorts of prospects and clients. We want someone who is comfortable putting together a competent message that will

compel someone to want to learn more about what you have to offer. If you have ever done any content marketing, this could be a fantastic opportunity for you

**Adaptable:** We need someone comfortable with change...if something is not working we will pivot until it is

**Answer Seeker:** Individuals who do not wait for answers tend to succeed the most in sales. Being aggressive with finding answers to both your questions and your prospects questions will set you apart from sales reps who wait for the right time to bring something up

**Requirements:**

- Bachelor's degree in Business, Communications or related field
- Basic understanding of Microsoft Office and its Features
- Self-Starter
- Positive attitude...comfortable with failure

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](mailto:careers@frontstream.com) with "**BDR- 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 United States.