

Corporate Sales Executive— Reston, VA

FrontStream is seeking an energetic and hardworking **Corporate Sales Executive** to join our growing team in **Reston, VA** to sell our platform and services to corporations who are trying to give back! A successful applicant will have a strong background in SaaS selling and Nonprofit or fundraising experience!

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 **Corporate Sales Executive** will sell our integrated platform and services to corporations trying to give and donate to various nonprofits across the US and Canada. The ideal candidate will possess an outside sales and hunting selling approach. This candidate will have experience sourcing and qualifying leads, gathering requirements and closing business.

Key responsibilities include, but are not limited to:

- Conduct outbound calls to prospective clients and develop new business territories
- Develop strategies for increasing opportunity to develop new prospects
- Identify new markets and develop new business through networking
- 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 corporations to discuss competitive solutions/options for workplace giving
- Make phone calls with decision makers to finalize and close the sale

A Corporate Sales Executive has the following skills:

- Experience with B2B Sales specifically selling CSR solutions (giving, volunteering, and matching) to corporations is vital

- 5-10+ years of inside sales experience which has resulted in a network of industry professionals you maintain relationships with
- Experience working with non-profits or fundraising and experience selling SaaS or solution-based products is a HUGE plus
- Proven track record managing the full sales cycle
- Consultative approach to selling
- Excellent Verbal and Written communication skills with knowledge of Microsoft Office and Salesforce.com
- Bachelor's degree in Business or related field

Interested candidates should send resume, references, and salary history to: careers@frontstream.com with ***"CorpSalesExec- RES"*** in the subject line. No phone calls please.

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

FrontStream is an equal opportunity employer. The successful applicant will have proven eligibility to work in the United States.

