

Inside Sales Representative - Toronto, ON

FrontStream is seeking an energetic **Inside Sales Representative** to join our team in **Toronto, ON** to drive new sales of our Panorama digital fundraising SaaS platform. If you are passionate about closing deals and increasing revenue in a growing software company, being part of a performance-based environment, while delivering products and services that help Nonprofits raise more funds to support good causes and positive change, FrontStream may be the place for you!

At FrontStream, you are working every day to help Non-Profits support the good they do in the community, and achieve their fundraising goals using our solutions! Your Knowledge Base + Customer Collaboration = Success for All!

Company Overview:

FrontStream supports over 10,000 charities and corporate customers across the globe. FrontStream is revolutionizing fundraising through its all-in-one platform, Panorama. We are the trusted provider of online fundraising and auctions, event management, donor management, and workplace giving to our international customer base. We have been serving the nonprofit sector for more than a decade, and we love what we do!

Why Work at FrontStream:

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

Position Overview:

The **Inside Sales Representative** will sell our integrated all-in-one digital fundraising 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 exhibit the ability to showcase our platform and range of solutions to prospects. Previous Non-profit or SaaS/CRM 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 to ultimately contract negotiation.
- Exhibit consultative selling approach by asking questions, handling objections, communicating platform value proposition, and understanding the client's needs and how our Panorama Fundraising platform can solve those needs.
- Lead web-based presentations, demonstrating strong product knowledge of the Panorama Fundraising platform.
- Rapidly respond and qualify a high-volume of inbound leads
- Conduct fact gathering phone calls with Nonprofit professionals to discuss their fundraising goals and how Panorama will help them exceed these goals and raise more funds.
- Create and execute targeted sales-driven email campaigns in conjunction with marketing
- Conduct product demonstrations on sales calls and web-based meetings
- Manage sales pipeline and maintain accurate forecast in Salesforce.com
- Make phone calls with decision makers to finalize and close the sale

Requirements include:

- Minimum of 3+ years of inside sales experience
- Must have experience selling software or solutions-based products, SaaS or CRM is highly preferred
- Proven track record managing the full sales cycle
- 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 preferred
- Nonprofit or fundraising experience a plus

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

Interested candidates should send resume and references to: careers@frontstream.com, with **"Inside Sales Rep"** in the subject line. No phone calls please.

FrontStream is an equal opportunity employer.