



Account Executive

COMPANY SUMMARY:

MobileCause is a leading mobile fundraising and donor engagement platform. We started our mission over 10 years ago and we are well recognized as a thought leader in the digital fundraising space. Our clientele consists of non-profit organizations who use our cloud-based SaaS platform to fundraise and engage with their donors year-round through mobile, social and online channels. Clients benefit from gaining new donors, increasing recurring gifts, and engage supporters with our mobile responsive integrated fundraising and communications product suite. Our solutions include peer-to-peer fundraising, comprehensive online giving, dynamic event fundraising, text-to-donate keywords, mobile marketing engagement and smart data records.

We have over 2500 clients including American Heart Association, Leukemia and Lymphoma Society, Habitat for Humanity, University of Southern California, Boys & Girls Club of America, Stanford, MIT to name a few. When you join the MobileCause team, you assist us in building a great company while helping organizations make a meaningful impact on society.

THE TEAM:

We are an energetic, tech savvy and friendly group of team members who are most of all, passionate about how MobileCause plays a key role in empowering non-profit organizations in executing their mission.

POSITION SUMMARY:

We are searching for motivated, resourceful, organized, accountable and disciplined Sales professionals to join our growing team. The primary responsibility for this role is to acquire new clients by navigating the full sales cycle independently while aligning our solution to the client's needs. Our team reaches out to inbound marketing leads utilizing a combination of outbound calling and emailing efforts while also leveraging a suite of best-of-breed sales tools.

JOB DESCRIPTION:

- Demonstrate expertise of the MobileCause suite of products, the markets we serve, and our sales process. Articulate the value proposition, identify needs and align solution with prospects pain points.
- Utilize a consultative approach including discovery, solution selling, and upselling as needed. Skilled at navigating and communicating with multiple stakeholders; including VP, C-Suite executives as needed.
- Identify and engage with prospects over the phone and email. Ensure timely follow-up of qualified leads.
- Meet daily/ weekly KPIs and metrics for Calls, emails to schedule appointments for online demos.
- Ability to cultivate and build a strong sales pipeline by managing and forecasting your sales pipeline, including maintaining accurate information in Salesforce.com.
- Maintain accurate information Salesforce.com and build, manage and forecast 3x – 4x sales pipeline.
- Utilize prospecting skills and best practices to advance these contacts to qualified opportunities.
- Continuously build a healthy pipeline of new customer opportunities by nurturing leads.

- Successfully pitch MobileCause solutions to prospective customers. Continuously acquire and maintain in-depth knowledge of MobileCause solutions.
- Re-engaging with stalled opportunities as needed by working in cohesion with the team.
- Work on de-duping leads, cleanse and research leads before engaging in outbound prospecting efforts to qualify leads.
- Consistently achieving or exceeding a monthly sales quota.
- Support additional activities as may be assigned occasionally to support marketing and sales initiatives.

QUALIFICATIONS:

- Work Experience: 3+ Years of sales experience in a B2B Inside sales Environment required, preferably software related.
- Education: Bachelor's degree in Business or a related field, preferred

BACKGROUND SKILLS AND EXPERIENCE:

- Proven track record of success in exceeding sales quotas
- Proficient in using technology tools, such as Salesforce, Microsoft Office (PowerPoint, Excel, Word) etc.
- Time management, embraces working in a fast-paced, dynamic environment with multi-tasking skills
- Demonstrates teamwork consistently

BENEFITS:

- 100% employee paid benefits (medical, dental, vision, life & disability)
- Paid vacation and sick time
- 401k plan
- Fully stocked staff kitchen
- Free Gym membership

MobileCause is committed to equal opportunity and considers qualified applicants without regard to race, color, religion, sex, sexual orientation, gender identity, gender expression, national origin, age, marital status, protected veteran status, disability status or other applicable legally protected characteristics.

The employer will make reasonable accommodations in compliance with the American with Disabilities Act of 1990. The job description will be reviewed periodically as duties and responsibilities change with business necessity. Essential and other job functions are subject to modification. Reasonable accommodations may be provided to enable individuals with disabilities to perform the essential functions.

Please note this job description is designed to provide a general overview of expectations and duties expected of an employee in this role may not be limited to the activities listed above. Duties, responsibilities and activities may change at any time with or without notice.