

Inside Sales Representative

SureImpact is a fast-growing SaaS startup dedicated to helping scale nonprofits and other mission-driven organizations by improving their ability to measure and communicate their unique social impact. We are seeking one experienced and self-driven Inside Sales Rep to help us capture a significant share of this large national market.

Ideal candidates will be highly productive and motivated while working from either a private office at our headquarters or your own professional home-based office environment. You must excel at using email, phone, video conference, social media and other channels to establish rapport with warm and cold contacts, qualify leads, educate buyers, recommend solutions, and close new deals.

If you enjoy working autonomously, want to be a force for good, and can sell an innovative product against the status quo, we want to hear from you. We are looking for dedicated team members who are comfortable selling the value of our software to 1) empower a buyer's growth model and/or 2) de-risk their internal operating model. This is a position where the more you care about making social impact, the more successful you will be.

While you will have all the management, training, mentorship and coaching required to succeed, we will also expect you to overachieve committed goals without constant supervision, demonstrating a commitment to your own professional growth.

To qualified candidates for our Inside Sales Representative position, we offer:

- An industry-leading, uncapped compensation package with a base of \$60k to \$70k and on target earnings of \$125,000 year one.
- A dedicated onboarding program designed to accelerate learning and goal achievement, delivered by an accomplished leadership team dedicated to your personal success.
- A flexible benefits plan and family-friendly work environment with opportunities for advancement into one or more sales management roles.

Job Duties of an Inside Sales Representative:

- Deliver the goal setting, planning and time management required to meet performance targets.
- Effectively split your time between expanding existing relationships and securing new customers.
- Develop and execute cold and warm outreach plans to reach and establish rapport with decision-makers.
- Secure qualified sales meetings, lead simple and complex sales cycles, and close 24-30 deals per year.
- Use CRM to collect high-quality data for you own dashboard analysis, self-management and action-taking.
- Rapidly improve your working knowledge of the market, each customer and buyer persona.

Qualifications of an Inside Sales Representative:

- Verifiable history of accountability, creativity, perseverance and high-volume inside sales achievement.
- Command of a value-centric and consultative sales process -- *we do not show-up and throw-up.*
- Professional phone, writing, speaking and video-based presentation skills are required.
- Experience as a nonprofit fundraising/development professional is a plus.
- SaaS software sales experience is preferred but not required.

We are committed to hiring and developing the best sales team in our industry and providing you the best possible platform to develop your sales career. To be considered for this position, please email your resume to Laurel Rodriguez at laurel@sureimpact.net. Thank you!