



Sales Representative - Part Time

Location: Remote, but requires US Residency

Time Commitment: 25-30 hours per week (M-F)

Compensation: \$18/Hour + Commission & Bonus

As a FundEasy Sales Representative, you will play a crucial role in driving the growth of our business by identifying and pursuing new sales opportunities. This position offers the flexibility of remote work with occasional travel to attend and exhibit at industry events.

You will be responsible for understanding customers' needs, presenting our SaaS solutions, and closing deals that contribute to the overall success of FundEasy. Additionally, you will actively participate in market analysis and help identify ways to pursue new markets for our innovative solutions.

Primary Responsibilities:

- Managing the entire sales process from prospecting/discovery to closing deals, with help from a Sales Development Representative (SDR).
- Collaborating with internal teams to ensure a cohesive customer journey.
- Representing FundEasy at various Events/Conferences to capture leads, then follow up post-event.
- Taking initiative to acquire in-depth knowledge of our products and markets, demonstrating a commitment to continuous self-improvement.

Top Skills/Qualities:

- Competent with technology
- Excellent communication and presentation skills
- Strong understanding of faith-based nonprofit events/fundraising
- The ability to articulate technical concepts to non-technical audiences
- Self-motivated with a results-driven approach
- Ability to work independently and remotely, while also being a team player
- Strong administrative and organizational skills with the ability to follow documented processes
- Keen attention to detail
- Experience with sales and/or nonprofit event planning with an eagerness to learn sales

Requirements:

- Quiet home office with High Speed Internet and a working modern computer
- Availability of a Smart Phone

- Willingness to travel several times per year and represent FundEasy
- Adhere to a set schedule while exhibiting a high level of focus and concentration, ensuring that tasks are completed efficiently and with precision

Preferred, But Not Required:

- Previous experience with FundEasy Software
- Experience in the Christian School Market
- Nonprofit experience
- SaaS-specific sales experience
- Experience with softwares: Hubspot, Clickup, Slack, Stripe, Chatra, Zoom, Google Suite

Benefits:

- Fully remote position
- Workplace culture that fosters a positive and supportive environment
- Working with the best ministries and nonprofits on the planet
- 7 Paid Holidays/Year
- Paid travel when representing FundEasy at events/conferences
- 80% Discount off a FundEasy Subscription offered to one nonprofit organization with which you're personally involved