

## Account Manager

### Description

Bloomerang combines the best tools, resources, and people to provide a world-class experience for tens of thousands of nonprofits, allowing them to raise more money and do more good in the world. Our powerful software and stellar customer service have made us one of the highest rated fundraising/donor CRM on the market. In addition to creating thriving nonprofits, weâ€™re also in the business of creating thriving employees. At Bloomerang, youâ€™ll be a part of a mission-driven culture built on the core values of Empathy, Unity, and Transparency. We know the key to our success is our people, and weâ€™re proud to be home to some of the most innovative and skilled employees in the workforce today. The Role As an Account Manager, youâ€™ll play a crucial role in fostering customer growth by nurturing existing relationships, and actively seeking new leads. By identifying opportunities within the existing client base and effectively managing the sales cycle, you will set the stage for sustained customer growth and long-term business success. The ideal candidate is a highly motivated and tech-savvy individual who possesses strong communication skills and thrives in a fast-paced environment. A positive and proactive attitude is crucial to ensuring client satisfaction, paired with a results-driven mindset. Relationship management and the demonstrated ability to manage the entire sales cycle, including prospecting and expansion is also a plus. Ultimately, adaptability, openness to learning, and passion about SaaS solutions and client success will lead to success in this role. What You Will Do Effectively manage the entire sales cycle, from lead generation to deal closure. Identify and qualify expansion opportunities within the existing client base. Provide tailored solutions and product demonstrations to clients, addressing their specific needs. Respond promptly to inbound leads and inquiries from potential clients. Qualify leads based on budget, authority, need, and timeline (BANT criteria). Conduct sales activities to generate interest and schedule meetings with potential clients. Develop and maintain a pipeline of sales prospects and opportunities. Stay up-to-date on the features and benefits of our SaaS products. Effectively communicate the value proposition of our solutions to clients and leads. Stay informed about the latest technology and SaaS developments. Be proficient in using relevant software and tools to effectively communicate and demonstrate our products. What You Need to Succeed Basic knowledge of sales techniques, including lead qualification, negotiation, and closing deals. Strong verbal and written communication skills are vital for effectively conveying product benefits, building relationships, and responding to client inquiries. Excellent organizational skills are needed to manage leads, track client interactions, and ensure timely follow-ups. The ability to quickly learn about new SaaS products, adapt to a fast-paced environment, and respond to evolving client needs is crucial. Nice to Haves But Not Required Nonprofit experience An eagerness to learn and stay updated on technology trends, as well as proficiency in using software and tools, is critical for effectively demonstrating SaaS products. Benefits Health + WellnessYouâ€™ll have access to generous health, vision, and dental insurance options, as well as a free subscription to Bright, a wellness platform that offers live and on-demand fitness, meditation, mindfulness, and nutrition classes. Time Off Youâ€™ll get a competitive PTO package that includes 20 PTO days, 3 flex days, 4 optional volunteer Days, 12 paid holidays, as well as paid parental leave. 401k Youâ€™ll receive a 401k match to help invest in your future. EquipmentEverything you need to be successful, shipped right to your door. Compensation The base salary range for this position is: \$48,000 – \$65,000. As this is an incentive compensation role, there is a base salary with annual on target earnings of \$95,000. Actual compensation within the range will be dependent

### Hiring organization

Bloomerang

### Job Location

Indianapolis, Indiana, United States

### Base Salary

\$ 55000 - \$ 120000

### Date posted

May 1, 2024

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on your skills, experience, qualifications, and location, as well as applicable employment laws Location This is a permanent, full-time, fully remote position. Employees living in Indianapolis, IN are welcome to work from our company headquarters. We do not offer Visa sponsorship or relocation assistance at this time. Accommodations Applicants who require accommodations may contact [careers@bloomerang.com](mailto:careers@bloomerang.com) to request an accommodation in completing an application. Bloomerang is an Equal Opportunity Employer. Individuals seeking employment at Bloomerang are considered without regard to race, color, religion, national origin, age, sex, marital status, ancestry, physical or mental disability, veteran status, gender identity, or sexual orientation. Please mention the word **\*\*EASIEST\*\*** and tag `RMzQuODYuMTYzLjE1Mg==` when applying to show you read the job post completely (`#RMzQuODYuMTYzLjE1Mg==`). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

## **Contacts**

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