



# Capital Campaign Pro

## ACCOUNT EXECUTIVE

### ABOUT THE POSITION

The Account Executive is responsible for turning interested nonprofits into paying clients. Responsibilities include, but are not limited to:

- Proactively follow up with website visitors, webinar attendees, content downloaders, and other interested prospects by phone and email.
- Research and explore your leads with creativity and enthusiasm.
- Zoom with amazing nonprofit leaders and help them solve problems.
- Write proposals. Meet quotas. Track metrics. Close leads.
- This position is full-time and open to remote candidates. Must be available for internal meetings (all during normal business hours in eastern time zone) and prospect meetings, responsive to emails, and complete tasks in a timely manner. Former fundraising professionals are encouraged to apply. Work from anywhere you are!

### SKILLS, EXPERIENCE, AND ATTRIBUTES

Experience in inside sales, lead development, or fundraising. Excellent written communications and listening are a must. Experience in capital campaign fundraising a plus. Self-motivated, ambitious, go-getter, problem solver, courageous, committed, loyal, honest, and dedicated to helping others. Must be comfortable on Zoom. Experience with CRM software (e.g. Salesforce, OntraPort, Marketo, etc.) a plus, and familiarity with Office Suite tools (Word, Excel, Powerpoint, etc.) a must.

### LOCATION

Capital Campaign Pro is a remote-first company. Join a growing team of professionals throughout the USA. Work from anywhere you are. All meetings are on eastern time.

### COMPENSATION AND BENEFITS

Compensation is a combination of base salary and commissions. On-Target Earnings (OTE) for a year at 100% goal attainment is between \$115,000 and \$137,000. Flexible schedule. Paid holidays, sick, and vacation/personal days. 401k eligibility + match after one year of employment.

### APPLY OR LEARN MORE

You may apply via [Account Executive, Capital Campaign Pro](#) or learn more by contacting Ron Schiller, [ronschiller@aspenleadershipgroup.com](mailto:ronschiller@aspenleadershipgroup.com).

### ABOUT CAPITAL CAMPAIGN PRO

[Capital Campaign Pro](#) provides a comprehensive support system for nonprofit leaders running successful campaigns. It is [committed to Diversity, Equity, and Inclusion](#) and seeks a diverse mix of colleagues as it works actively to further diversify its team and ensure an inclusive workplace for all. It builds [its team](#) and serves clients without regard to dis/ability, gender or gender expression, sexual orientation, race, nationality, or any additional dimensions of diversity.