



JOB TITLE	Inside Sales Representative
DEPARTMENT	Sales
JOB STATUS	Full time, Exempt
SUPERVISOR	Sales & Marketing Director

COMPANY DESCRIPTION

INJOY Stewardship Solutions is a church stewardship consulting firm that exists to “Help churches accomplish far more than they ever thought possible by raising financial resources and implementing systems that lead to a more generous culture.” INJOY Stewardship Solutions achieves this mission by providing Churches with an online giving platform and multiple consulting solutions in the areas of capital fundraising, annual giving, online giving, and personal finance.

POSITION DESCRIPTION

We are currently looking for a full-time Inside Sales Representative to join our team. This is an excellent opportunity for an individual who is professional, energetic, and looking for a long-term commitment in a Christian environment. This position will require multiple skills including marketing, prospecting, qualifying, and closing sales opportunities. This position will work with the INJOY Stewardship Solutions marketing team to build out an effective lead generation plan then will be primarily responsible for qualifying those leads and closing sales opportunities for our online giving platform and annual giving consulting.

KEY RESPONSIBILITIES

- Develop relationships with church leaders who may be interested in enhancing their church’s culture of stewardship to identify/assess what needs they have in the area of annual stewardship & online giving.
- Through a consultative selling approach, directly influence church leaders to partner with INJOY Stewardship’s suite of consulting solutions in any/all areas mentioned above.
- Consult with church leaders to explain what their church’s true giving potential is and help them understand how INJOY Stewardship Solutions can help their organization’s unique vision become fully funded.
- Drive conversations as appropriate to schedule a Board Presentation (BP) for the church’s leadership.
- Achieve daily goal for prospective client contacts per day via phone, email, text, etc.
- Ensure strong follow up skills are utilized to regularly check in with prospects leading them from awareness or consideration status to commitment status. Ensure all prospects have a positive customer service experience with INJOY Stewardship Solutions.
- Attend conferences and trade shows to promote the complete suite of solutions INJOY Stewardship provides.
- Help develop top-level marketing strategies and lead generation tactics.
- Help develop helpful content to be delivered as webinars, e-books, blogs, videos, podcasts, etc.
- Help develop email marketing and email follow up strategies.

PERFORMANCE MEASURES

- Quantity of Board Presentations
- Total Accounts Sold
- Total Contract Value Sold



BASIC QUALIFICATIONS

- College degree in business, church management, marketing or related field.
- Must have exceptional communication, relationship building, influencing and organizational skills along with a passion for partnering with church leaders who want to reach the next level of church growth and impact.
- Proficiency in Microsoft Office suites.

PREFERRED BACKGROUND AND EXPERIENCE

- Sales and/or marketing experience.
- Knowledge and experience in church management by serving as a pastor, leader, elder or deacon, or committed volunteer in a growing church.
- Knowledge and/or experience of CRM Software like HubSpot, Infusionsoft or Salesforce.

JOB SNAPSHOT

- Employment Type: Full-Time
- Benefits: Health, Dental, Vision, Disability, Paid time off and paid holidays, Retirement Savings Plan
- Education: Bachelor's Degree
- Required Travel: Up to 25% Time