Business Development Lead – North America

Location: Austin, TX (remote)
Employment type: Full-time
Reports to: Sales Director, North America

Join one of the fastest-growing tech companies and industry-leading products behind online fundraising in the impact sector, enabling thousands of the world's most loved charities to raise money and deliver change for good.

We're an ambitious bunch with big goals. Over 10 years we've grown to support more than 1,000+ charities internationally, with a current team of 150+ passionate fundraising software professionals across 4 global offices (Australia, NZ, UK, USA). We act as one global team and have a great culture with a load of benefits (health and well-being, work-from-anywhere policies, bonus leave days and more).

We're looking for a smart, ambitious and down-to-earth team member to join us on our next stage of growth. If you're looking for a role that will give you total freedom to grow, challenge you to achieve incredible things, and if you're not afraid to step into the unknown, then you're already halfway there.

The Funraisin Team

We're a team of passionate fundraising software professionals - some have come from world-renowned tech giants such as Google and Apple, others from the highest awarded digital agencies and others from inside some of the world's leading nonprofits.

Together we build world-class products that aim to accelerate the transition to a better world by connecting people to causes. We get a kick out of seeing, and feeling, the impact of our work and we have a ton of fun doing it. Our values demonstrate who we are and what we strive to do.

About Funraisin

Funraisin is a platform purpose-built for ambitious fundraising teams. We help nonprofits create powerful supporter experiences that connect, inspire and convert — from P2P events and Giving Days to always-on fundraising, appeals and more. We're trusted by over 1,000 organizations globally, and we're growing fast in the U.S. and Canada. This role is your chance to shape that growth and drive real impact across the sector.

About The Role

Use outbound and inbound selling strategies to find and close new business from existing and new nonprofit prospects, such as P2P & DIY Fundraising, Appeals, Ticketed Events, and Tributes. The goal is to secure nonprofit fundraising portfolio preference. You will identify and qualify sales leads, secure prospect meetings, work with our solutions engineer to perform online demos of the Funraisin platform, and successfully build credibility and trust with prospects and partners through our digital and technical expertise and value propositions. Your target clients & prospects will consist of mid-sized North American nonprofit organizations.

You will own and manage your book of business from end to end. This includes proactively prospecting the market, initiating outreach through emails and direct messages, networking opportunities and social channels, and building a strong pipeline of qualified leads. You'll be responsible for nurturing relationships throughout the entire sales cycle—guiding prospects from initial contact to closed deal—while maintaining a high level of personalization, responsiveness, and strategic follow-through for a period of 12 months after deal close.

This is a hands-on role ideal for someone who understands the nonprofit technology landscape.

Key Responsibilities

Lead Generation

- Identify and prospect new business opportunities through outbound outreach (email, LinkedIn, events).
- Qualify inbound leads and guide them through the early stages of the sales funnel.
- Maintain and expand the CRM (Active Campaign) with detailed and accurate prospect information.
- Collaborate with marketing on campaigns to improve lead quality and volume.

Product Demonstration

- Become a Funraisin product expert, schedule and conduct compelling product demonstrations tailored to nonprofit and fundraising pain points.
- Act as a trusted advisor, understanding each organization's unique challenges and showcasing how our Funraisin capabilities and features solve them.
- Handle objections and provide expert product knowledge during demos and follow up communications.

Closing & Sales Execution

- Manage a sales pipeline from initial outreach to contract signing.
- Close deals that align with both client goals and company revenue targets.
- Collaborate cross-functionally with implementation and customer success teams to ensure smooth handoff and client satisfaction.
- Meet and exceed monthly, quarterly, and annual sales quotas.

Requirements

- 2+ years of B2B SaaS sales experience OR nonprofit fundraising experience.
- Proven ability to manage the full sales cycle: prospecting, presenting, negotiating, and closing.
- Understanding of the nonprofit technology landscape, with the ability to develop sales strategies and product demonstrations that resonate with both frontline fundraisers and organizational decision-makers.
- Strong communication, storytelling, and presentation skills.
- Comfortable working with company sales CRM systems and sales tools.
- Self-starter with high energy, organization, and persistence.
- Passion for social impact, nonprofits, and digital fundraising technology is a strong plus.

Preferred Qualifications

- Experience selling fundraising technology or agency services to nonprofit organizations.
- Familiarity with fundraising platforms.
- Experience using Content Management Systems such as Wordpress, Squarespace, Wix and others.
- Track record of exceeding quotas in a consultative sales environment.

We Offer:

- Company subsidized Health, Dental, and Vision Insurance (U.S. employees)
- Matching 401(k)
- Flexible working hours
- Health and wellness benefits
- Bonus leave days
- Career growth planning
- The chance to join one of the fastest-growing global tech startups in the impact sector