

Sales & Marketing Specialist - WA, CO, TX, MA, CT, NH

Little Green Light provides a leading donor management and online donations platform for small to medium-sized nonprofits. We are looking to hire a dynamic full-time person to add to our Sales & Marketing team. An ideal candidate for the Sales & Marketing Specialist position is passionate about helping nonprofits reach their potential, understands the value of a powerful donor management database for nonprofits, and has consultative sales experience. LGL's approach is highly consultative, and we rely heavily on email, webinars, and inbound marketing to engage and stay in touch with prospective customers.

As a **Sales Specialist** you will handle sales inquiries via email in a consultative sales method. You will carefully evaluate the prospect's needs and then accurately represent LGL's fit for them. In sales webinars, you will present to small and large participant groups the benefits of LGL for their nonprofit. You will also support customers immediately after they subscribe via onboarding webinars.

As a **Marketing Specialist** you will create and execute campaigns to help drive awareness and interest in LGL and to move prospects through key stages of the sales pipeline. Through conference planning and exhibiting you will help grow the LGL brand.

An ideal candidate for Little Green Light's Sales & Marketing Specialist position will possess the following capabilities, characteristics, skills, and experience:

- BA/BS and 5+ years relevant experience in technology and/or nonprofit organizations
- Consultative sales experience, preferably in the technology or nonprofit sectors
- Understanding and prior experience with nonprofit fundraising
- Excellent written and oral communication skills; public presentation skills a plus
- Experience handling customers and prospective customers
- Proven initiative and project management skills
- Skill and interest in configuring marketing software services (i.e., workflows) a plus
- Skill and interest in creating videos a plus
- Healthy balance of self-direction and collaboration skills to support a productive sales and marketing team
- Ability to travel for conferences and set-up exhibit booths for trade shows
- Prior experience working remotely and a desire to continue to do so
- Resident of the state of WA, CO, TX, MA, CT, or NH
- US work authorization

This position has a salary range of \$75,000 to \$87,500, plus health and vision insurance, life insurance, dental HRA, 401(k) retirement with company match, 40 hours of paid volunteering time, monthly technology stipend, discretionary bonuses, 13 paid holidays per calendar year, and 17 PTO days/year to start. Employees are eligible for 12 weeks of parental/medical leave (8 weeks paid) after successful completion of one year of employment. **If interested, candidates should submit a cover letter and résumé through our [Careers](#) page by June 8, 2025.**