



To apply, please email resume to:  
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Aplos is the largest nonprofit & church management software on the market. We've served over 40,000 organizations since our inception in 2009. Our all-inclusive platform provides a built-in fund accounting system, dynamic CRM, fundraising & giving tools, online donations & payment processing, integrated payroll, email marketing, website builder, and much more.

Aplos made the Inc. 600 list in 2018, making it one of the fastest growing companies in the U.S. Our innovative team continues to push the envelope with new software features, industry vertical exploration, and marketing strategies.

With a leadership team made up of start-up pioneers, Silicon Valley veterans, and serial entrepreneurs; Aplos is charging ahead as a leading brand in the nonprofit SaaS market.

Enough about us for now. It's time to talk about you!

**Position:** Parish Account Executive

**Overview:**

We're looking for an energetic, goal-oriented, and ambitious Parish Account Executive to join our Sales team. As a Parish Account Executive, it will be your responsibility to generate and work leads, develop an account portfolio, and close deals in order to meet monthly and quarterly sales and revenue quotas. The Account Executive is responsible for building trust, relationships, and ultimately closing sales. This exciting position involves attending events and contacting generated leads to build long term relationships. If you are personable, accommodative, and able to work with customers to build long-term solutions, you'll be a perfect fit.

Ideal candidates must be goal-oriented, coachable, and self-motivated. We are looking for someone who has a positive attitude and who is highly motivated to learn and grow within the organization. If you are an overachiever and want to contribute to a team that will truly appreciate your dedication and hard work, consider joining Aplos today.

**Responsibilities:**

- Build a pipeline of prospects and manage the sales stages from start to finish
- Generate list of prospects through research, cold-calling, internet and professional network

- Evaluate each lead's needs, purchase authority, and their stage in the buying process to ensure effective product demonstrations.
- Travel to meetings, conferences, and training to collect leads, build relationships, and close sales (10%-20% overall).
- Ensure all targeted prospect/client contacts and opportunities are recorded in our database
- Plan, direct and coordinate sales support activities, including management of the sales pipeline
- Build strong interpersonal relationships with key people in the assigned vertical
- Involved in all phases of the sales lifecycle including: identifying and developing leads; developing value propositions; financial deal structuring; to contract negotiation and closing.

**Qualifications:**

- Must be able to thrive in a fast-paced, high-energy environment
- Superior pre-call planning, opportunity qualification, and objection handling skills
- Strong analytical and problem-solving skills
- Detail-oriented and supremely well-organized with strong attention to detail
- Must be a self-starter, and have excellent communication and listening skills
- Ability to manage a complex sales process and develop strategic plans
- Positive and energetic phone skills, as well as excellent listening skills

**Hours:** Full-time

**Benefits:**

- Health, Dental and Vision Insurance
- Paid Holidays
- Paid Time Off
- Retirement Plan
- And more!

**Primary Office Location:** Fresno, California

**Remote Work Option:** Yes