

**Job Title:** Sales Enablement Lead  
**Supervisor:** Chief Revenue Officer  
**Supervises:** N/A  
**Position Type:** Exempt  
**Location:** Fairfield, CT and/or Remote  
**Date:** 1/11/22

## What We Do

Foundation Source helps people and companies make a difference in the world with their private foundation giving.

## Overview of Position

Foundation Source is seeking an experienced sales enablement lead to help drive our strategic vision for growth. You will join a seasoned sales team and mature company as we dynamically leverage technology and services for private foundations. The sales enablement lead is responsible for providing materials, content, and resources to drive sales growth and success. The lead works closely with sales and marketing to ensure alignment across functions. The sales enablement manager develops and executes impactful, data-driven solutions for increased sales effectiveness. The successful candidate has a passion for philanthropy, a strategic and creative mindset, and wants to solve problems, refine processes, enhance sales velocity, and improve outcomes to impact pipeline movement and revenue growth.

## Essential Responsibilities

- Works closely with sales team, ensuring they have the materials they need to properly sell, implement, and train on our solution
- Supports product launch and ongoing effectiveness by helping prepare and enable the sales force to understand and sell our solutions
- Collaborates with the sales and marketing team on decks, demos, videos, user stories, and other content that showcases our product
- Establishes sales tool and collateral needs, enhancing our repository plus prioritizing and managing all development
- Completes and maintains detailed competitive analysis of other solutions in the market, monitoring for changes and utilizing this information for documentation, battle cards, and other sales tools

- Owns and maintains approved language for RFPs and RFIs
- Assists with proposals and RFPs/RFIs
- Uses performance data to identify knowledge or skill gaps across the sales team
- Helps drive lead generation and opportunity identification by coordinating with specialized enablement team members
- Manages sales enablement projects and coordinates sales enablement activities as needed
- Continuously gathers and relays feedback to the CRO on the enablement strategy

### **Key Qualifications**

- At least five years of experience in a high-performance sales organization in sales, enablement, or learning and development
- Superior organizational, conflict resolution, time management, and negotiation skills
- Ability to multi-task and manage multiple projects simultaneously
- Self-motivated; highly driven to produce results
- Strong strategic, conceptual, and analytical thinking and decision-making skills
- High adaptability and flexibility, including the ability to manage deadline pressure, ambiguity, and change
- Highly developed training, presentation, and written communication skills
- Expert ability to consult or provide guidance on complex matters to non-specialists; ability to communicate effectively with key stakeholders and senior management
- Expert ability to collaborate and generate a spirit of cooperation while coordinating diverse activities and groups within a team environment
- Expert ability to plan and facilitate meetings
- Experience in philanthropy or financial services is preferred
- Bachelor's degree or higher required. Minor or advanced degree in business preferred, but more weight given to history of impacting and driving business outcomes

### **About Foundation Source**

Foundation Source is America's leading provider of support services for private foundations—from set-up and administration to high-level philanthropic advisory services. The Company's full suite of back-office, online, and advisory services helps its foundation clients ease the administrative burden, engage board and family members, and deliver greater social impact. Foundation Source's client base of foundations created and operated by high-net-worth and ultra-high-net-worth individuals and families has grown significantly over the years due to its innovative product offering and strong focus on philanthropy within the market. Today,



Foundation Source serves over 1,600 private foundations nationally representing almost \$15 billion in assets under administration. The Company is headquartered in Fairfield, CT.

### **Physical Demands and Work Environment**

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this position. Reasonable accommodations may be made to enable individuals with disabilities to perform the functions. While performing the duties of this position, the employee is regularly required to talk or hear. The employee frequently is required to use hands or fingers, handle or feel objects, tools, or controls. The employee is occasionally required to stand; walk; sit; and reach with hands and arms. The employee must occasionally lift and/or move up to 15 pounds. Specific vision abilities required by this position include close vision, distance vision, and the ability to adjust focus. The noise level in the work environment is usually low to moderate.

### **Note**

This job description in no way states or implies that these are the only duties to be performed by the employee(s) incumbent in this position. Employees will be required to follow any other job-related instructions and to perform any other job-related duties requested by any person authorized to give instructions or assignments. All duties and responsibilities are essential functions and requirements and are subject to possible modification to reasonably accommodate individuals with disabilities. To perform this job successfully, the incumbents will possess the skills, aptitudes, and abilities to perform each duty proficiently. Some requirements may exclude individuals who pose a direct threat or significant risk to the health or safety of themselves or others. The requirements listed in this document are the minimum levels of knowledge, skills, or abilities. This document does not create an employment contract, implied or otherwise, other than an "at will" relationship.

The company is an Equal Opportunity Employer, drug free workplace, and complies with ADA regulations as applicable.