



Sustainable Product Sales Consultant (Chicago)

At Distant Village Packaging, our global team works together to design and produce world-class sustainable packaging for specialty businesses in the LOHAS segment. Founded in 2000, Distant Village is a small company yet rapidly growing as a niche leader in eco-friendly and sustainable business practices.

We are actively seeking high performing sales professionals to join our team as a full-time **Sustainable Product Sales Consultant** at our office and showroom in Chicago, reporting to the President. We offer a friendly and supportive work environment in which you will be challenged, valued, and encouraged to grow with our company.

Responsibilities include:

- Develop long-lasting relationships with B2B clients nationwide
- Generate high volume of contacts via phone, networking, and local client meetings
- Manage client communication throughout selling cycle to product delivery
- Increase market presence by attending networking events and associations
- Weekly sales meetings with management including sales planning, forecasting and reporting

Requirements:

- Driven, willing to do whatever it takes to achieve their goals (practices “Good to Great”)
- Must demonstrate proven sales success; effective at meeting sales objectives Friendly and compassionate, with exceptional customer service
- Understands premium brand industries and related ‘product experience’
- Self-starter with ability to learn quickly and resolve issues independently
- Concise and persuasive written and verbal communication
- Knowledge and strong interest in sustainability and corporate social responsibility
- Honesty and Integrity
- Professional experience in premium packaging or premium consumer products is a plus
- Minimal to travel required (<10%)

To the qualified applicant we offer:

- Attractive compensation including commission, bonus, and benefits
- Intensive training and orientation, and on-going professional development
- Socially responsible and eco-conscious environment
- World-class reputation and highly differentiated offering in a large and rapidly growing market of sustainable B2B opportunities
- Marketing and sales support and a source of high-affinity prospects/leads

For immediate consideration please send resume to jobs@distantvillage.com, with *Sales Position* in the subject line.



ABOUT DISTANT VILLAGE

Our growing team of professionals is globally united through our shared values and an unwavering commitment to sustainable business. We make a difference by serving clients with sustainable solutions and global communities achieve their potential. Visit us at www.distantvillage.com and see why Distant Village is a recognized global leader in sustainability and social responsibility.

Being part of a dynamic, growing company offers an exciting career path full of opportunity. Distant Village product distribution is expanding internationally, and operations capacity expanding with our Manila-based office. The sustainable products market has expanded significantly over recent years, growing much faster than conventional products. There's tremendous potential for growth - and we're prepared to tap into that potential. Our team takes a people-focused approach to helping clients design and produce award-winning sustainable products and packaging. In today's value-focused business environment, that means developing close relationships with clients, suppliers, and communities, and using our sustainable business expertise to help clients achieve their business objectives.

We all work together as a team, going above and beyond the call of duty to do what is necessary to impress and delight clients with quality and service. Excellence is our hallmark. You also have opportunity to work across a variety of disciplines, broadening your experience in various industries and gaining a wide variety of subject-matter expertise, including sustainable leadership. Our growth strategy focuses on sustainable leadership which is people-focused and competency-driven. That's what differentiates Distant Village.

The opportunity is now. If you are interested in being part of a dynamic team, sustainability leadership, serving clients and reaching your full potential – Distant Village is for you.