

## **Position: Sales Consultant**

### **Job Description:**

Sell beautiful hand-crafted solid wood and steel furniture to the midwest school and university marketplace. Our corporate mission is fighting poverty and rebuilding lives. Our method is training men who have struggled, to make beautiful furniture – our customers love the opportunity to participate in changing lives and filling their facility with beautiful, durable furniture at the same time.

This position reports to the Director of Sales and is a full-time position. This position will spend a majority of their time in the field with end users and architectural & design firms.

We have a very talented and energetic office support team in Indianapolis.

The person occupying this position should love meeting people, developing relationships, making presentations, and making customers happy. A college degree and proven sales ability are a plus.

### **About Purposeful Design**

At Purposeful Design, our mission is to re-build the lives of men broken by addiction or homelessness, equip them with valuable work skills and create fulfilling jobs. The handcrafted, custom furniture creates a revenue stream supporting the primary work of rebuilding lives.

Purposeful Design is a faith based, not-for-profit run as a competitive business, located on the near east side Indianapolis in a 30,000 sq ft facility. We count as our customers over 500 schools, universities (Purdue, IU, Notre Dame, Ball State), businesses (Lilly, OneAmerica, Elanco, Anthem, Roche, Indianapolis Int'l Airport, Indianapolis Colts, etc.) and hospitals that love the idea of a dual-purpose purchase. We have sold nearly \$7,000,000 of beautiful furniture, have hired and trained over 150 men coming out of struggle and recently received a \$4.5 million grant from The Lilly Endowment, Inc. to enhance and expand our work.

Recent customer quote:

*"We saw their product and it was a no brainer. Partnering with Purposeful Design gave us the opportunity to contribute to changing lives."*

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