

**TITLE:** Chief Revenue Officer

**TYPE:** Full Time

**LOCATION:** 4801 S. Whipple, Chicago, IL 60632

**REPORTS TO:** Executive Director

**COMPENSATION:** \$125,000 base with commission opportunities

**Job Title:** Honest Junk, Head of Business Development

### **Company Description:**

The Chicago Furniture Bank (CFB) is the largest furniture bank in the country, providing a home full of furniture for free to over 5,000 homes per year for those experiencing poverty or leaving homelessness. The Honest Junk Company (HJ) is the social enterprise that supports and helps fund the Chicago Furniture Bank (CFB) providing both furniture and revenue. In three years, HJ has grown to \$2M+ in revenue and the combined organization operates a fleet of 13 trucks with 60+ employees. Honest Junk is differentiated by for profit companies:

- All HJ revenue is directly allocated to the operations of the CFB providing an essential service to those coming out of homelessness
- HJ re-uses, recycles and keeps useful products out of landfills
- HJ as a social enterprise operates as a business and needs to drive a revenue/profit steam

We are seeking a dynamic leader that is mission driven and has a passion to end homelessness by driving revenue and growth to the HJ Company. We have a unique differentiator in the junk market and growing this organization is critical in providing services to more people in need.

### **Responsibilities and Duties:**

- Creating and executing the strategy to grow HJ's revenue.
- Direct email marketing campaigns via constant contact with drip campaigns, newsletters, and other lead generation activities.
- Manage and hire the Sales/Business Development Department and will oversee any support staff as we grow this department.
- Advises Sales Representatives on ways to generate leads, close sales, and improve sales performance; and keeps them informed of changes that might affect product sales.
- Generate, oversee, and manage P&L statements for HJ and set sales goals.
- Forecasts anticipated market sales, sets sales quotas with leadership, and advises management about sales performance.
- Develop and implement new sales campaigns, initiatives, strategies, scripts, and programs to attract new and retain current customers.
- Source new relationships for corporate decommissions (hotels, residence halls, manufacturers) as well as referrers (estate sale companies, realtors, organizers, senior living facilities).
- Maintains contact with critical customers and ensures customer satisfaction.
- Previous leadership experience is desired.
- Written and verbal communication skills are essential.



### **Previous work experiences should include:**

- History of P&L responsibility and being able to analyze opportunities for driving revenue while reducing costs.
- Past sales success in a for profit or non-profit organization.
- Experience with CRM (i.e., Salesforce) and keeping it updated.
- Managing salesperson's efforts via Salesforce reporting.
- Positive past relationship management with internal and external clients.
- Proven and exemplary customer service focus, with strong internal and external relationship management and cultivation skills.

### **Education and Qualifications:**

- Masters degree preferred, but Bachelor's degree or equivalent experience is acceptable.
- Excellent written and oral communication skills. Strong interpersonal skills.
- Strong understanding of financial statements.
- Proficiency with Salesforce, QuickBooks, Microsoft Word, Excel, PowerPoint.
- Ability to operate with purpose, urgency, and accuracy in a fast-paced, ever-changing environment.
- Detail-oriented, organized, and deadline-driven.
- Capacity to see the "big picture" and manage details simultaneously.
- Ability to work in a team and individually.
- Excellent problem solver and ability to "think outside the box."

### **Work Environment:**

- The position is mostly on-site at CFB's Brighton Park office and is accessible by public transit (Kedzie orange stop). Remote work may be possible at the discretion of the Executive Director.
- Work at off-site locations is required and those may not necessarily be fully accessible.
- Occasional evening and weekend work may be required.
- Smoke and drug-free environment.
- Chicago Furniture Bank is an equal opportunity employer, and we prohibit discrimination and harassment of any kind based on race, color, sex, religion, sexual orientation, national origin, disability, genetic information, pregnancy, or any other protected characteristic as outlined by federal, state, or local laws. Please let us know if there is any accommodation you require.

### **Compensation and Benefits:**

- \$125,000 base with commission based on YoY revenue growth.
- Benefits of working at CFB/HJ include being part of a team and organization that is results driven, mission focused, and committed to work-life balance.
- Opportunities for growth, leadership, and professional development.
- Health insurance and IRA.
- Generous paid and sick time off package; Parental leave.

### **Applying:**

Chicago Furniture Bank  
4801 S Whipple Street  
Chicago, IL 60632  
312-752-0211



- Email the CFB's Executive Director, Paul De Boer, your resume and cover letter if you are interested in the position.
  - [jobs@chicagofurniturebank.org](mailto:jobs@chicagofurniturebank.org)