

## Business Relationship Development, Chicago, IL



OFFICE FURNITURE RESOURCES (OFR) with close to 30 years of experience, is a full-service office furniture company and one of the Midwest's largest and most respected office furniture liquidators. OFR has a proven track record in successfully completing large-scope complex decommission projects in downtown Chicago for a wide range of Fortune 500 companies. With many companies now making sustainability a priority through their corporate footprints, OFR has developed its own unique ReThink landfill diversion program which offers customers the ability to achieve maximum sustainability by minimizing the amount of office furniture going to landfill. OFR's decommission business is an integral component to its entire operation, providing a balance between maximizing sustainability efforts as well as maximizing the value of pre-owned office furniture through its ability to refurbish and resell on a nationwide basis.

OFR is seeking an experienced financial professional, "our next rainmaker", with excellent analytical/financial skills to join its Chicago sales team focusing primarily on developing relationships in the downtown Chicago real estate community to help expand our already existing and robust decommission presence in Chicago. The ideal candidate will possess all or most of the following attributes, skills and qualities:

- Commercial real estate experience a plus, including the ability and desire to network within the Chicago commercial real estate community, including brokers, commercial building owners and/or managers, tenants.
- Financial and analytical skills and experience a must.
- Proposal development experience a plus.
- Expertise in spreadsheet analysis and development.
- Excellent communication, networking and organizational skills.
- Previous experience with Customer Relationship Management (CRM) software a plus.
- Entrepreneurial spirit, motivation and drive.
- Ability to work, thrive, contribute and lead within a team environment.
- Ability to support key OFR vendor relationships related to the decommission/liquidation process, including but not limited to installers, movers, electricians, recyclers, etc.
- College degree in Business a plus but not required.

This position offers an excellent opportunity to expand, develop, nurture and maintain relationships, both existing and future, within the Chicago real estate community. This position offers excellent opportunity for professional advancement and to work alongside company owners and key managers.

### **Benefits:**

Base compensation plus commission. Health, Disability, Dental, Vision insurance, along with vacation, sick, and holiday pay. 401K retirement plan with company matching program.

Learn more about OFR at [www.ofr-inc.com](http://www.ofr-inc.com). Email your resume to [hr@ofr-inc.com](mailto:hr@ofr-inc.com).

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