

SUSTAINABILITY & SALES

SUSTAINABLE CAREERS

Sales Operations Coordinator Will lead activities designed to achieve cost targets and improve performance. Includes using sustainable initiatives to improve operational efficiency in safety, production, quality, and supply chain capability.

Sales Representative Will drive company growth through the sales of sustainable products that will improve both the quality of the planet and people's lives. Requires technical knowledge of products and how they serve to positively impact the triple bottom line.

Sustainable Product Manager Focus on environmental sustainability through the lens of material and product. Will work cross-functionally to better design products for people's needs and the environment. Decisions may concern developing circular products, renewable raw materials, less waste in product and packaging, and more.

Sustainable Merchandiser Responsible for understanding consumer desires and translating them into product purchases for the company. Will work with outside vendors to source products, ensuring that the supply chain remains as sustainable as possible.

To learn more about sustainable careers, please contact:
Jen Graham, jgraham@bentley.edu
Office of Sustainability, GA_Bentley_Sustainability@bentley.edu

USEFUL RESOURCES

[Boosting Sales with Sustainability](#)

[Consumers Want More Sustainable Products](#)

[Sustainability Marketing and Sales Strategies](#)

[Starting Corporate Sustainability Careers](#)

[Bright Outlook for Sustainability Careers](#)

INDUSTRY TRENDS

The sustainable product market is set to hit **\$150 billion** in sales by 2021.

Sales for sustainable products has grown **20%** since 2014 (a compound annual growth rate of 3.5%).

73% of consumer say they would definitely change their consumption habits to reduce their environmental impact.

STORIES FROM ALUMNI

Bella Natale '20

Business Development,
Vineyard Power Cooperative



At a company that provides renewable energy, Bella Natale was able to educate the general public on the company's renewable initiatives and benefits through her outreach programs. She helped to build the company's brand and raise awareness about their positive projects.

COMPANIES



Sustainable Minds



Green Mountain Energy®