

Account Executive, Enterprise Software Sales

Valencia, CA

Who We Are

Lavi Industries is the premier developer of software and architectural fixtures for guiding people in commercial facilities. We are known for innovative queue management solutions. We are headquartered in Valencia, California with facilities in New York and sales offices throughout the US. We pride ourselves in our pursuit of excellence through the dedication and integrity of our people since 1979. We offer the right candidate an opportunity to excel in an entrepreneurial environment, as well as an attractive compensation package.

Come be a part of our team!

Job Summary

We currently have an opening for a full time Account Executive for a multi-state territory for selling enterprise software and queue management technology. The ideal candidate will drive sales growth by developing new business and growing existing accounts. This individual will be autonomous in managing the assigned territory and create value for their prospects and customers in a dynamic market. The candidate will prospect and sell to executive level individuals across major industries. The Account Executive will implement solution-based selling derived from Lavi's diverse offerings, utilizing industry best practices.

Qualifications

- 2 years solution-based software selling experience in a B2B environment.
- Outstanding communication and negotiating skills.
- Experience in working with CRM applications.
- Bachelor's degree or equivalent.
- Able to work from our California office and travel 25% of the time.

Equal Opportunity Employer

To apply, send cover letter and resume to Jobs3@lavi.com

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