

Account Executive, Federal Government Sales

Virginia Area

Who We Are

Lavi Industries is the premier manufacturer of innovative architectural fixtures and software solutions for guiding people in commercial and government facilities. 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 Federal Government Sales Account Executive, for the USA and Canada. 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 officials across major segments such as the TSA, CBP, military installations and the VA. The Account Executive will implement solution-based selling derived from Lavi's diverse offerings, utilizing industry best practices.

Qualifications

- 3 years solution-based selling experience in government sales.
- Outstanding communication and negotiating skills, knowledge of government solicitation process.
- Extensive knowledge of GSA and BPA processes.
- Experience in working with CRM applications.
- Bachelor's degree or equivalent.
- Able to travel 25% of the time

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

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