

Careers



Products for People and the Places They Go®

Hospitality Account Executive

Remote Opportunity

Lavi is looking for a passionate, self-motivated **Hospitality Account Executive** with an enthusiastic attitude to help grow and develop major accounts both existing and new ranging from theme parks to casinos across the US. **Could include parts of Canada*

Lavi Industries' mission is to innovate the customer journey, increase efficiency, and capitalize on ROI-boosting opportunities. We accomplish providing these solutions with our three different segments of products: public guidance, architectural railings, and our Qtrac® virtual queueing system.

You have more than likely been queued by a Lavi Industries product, and we welcome you to join the journey of queuing people and the places they go today!

Who we are:

Founded in 1979, Lavi Industries is a premiere developer of architectural fixtures and software for guiding people through commercial facilities.

Why should you join?

Lavi industries was founded on an entrepreneurial spirit. Our continued growth and success is driven by the determination and talent of our team. We recognize that our team is our primary asset, and we believe in providing them with a positive, rewarding work environments. Be a part of a team that pursues excellence with dedication, integrity, and service.

What's in it for you?

- Work from home opportunity
- Career Development
- Full Comprehensive Benefits Package
- Education Reimbursement – want to advance your career? Lavi will assist with that!
- Employee Referral Program – we believe good people know good people. If you refer a friend and they get hired on, we'll give you \$500!
- Fun Express Benefits – From food to attractions to vacations. Lavi employees receive discounts on all the fun.
- Verizon Wireless – Is Verizon your cellular carrier? As a Lavi employee you get up to 17% discount off anything from billing to accessories.

Typical day in the life of a Hospitality Account Executive:

- Generating high-growth, long-term recurring revenue
- Responsible for developing new business using modern sales methods (CRM, email marketing, web analytics, sales intelligence tools)
- Grow sales with existing customers
- Leverage industry expertise to consult prospects and customers on queueing and public guidance best practices

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- Utilize reports and analytics to track performance of customers
- Maintain presentation and communication skills, written and oral, at an expert level
- Creation and management of a sales funnel; prospecting, contact, proposal, and sale via CRM
- Develop and present sales strategies tailored to each submarket segment
- Develop, present, and manage an annual Business Plan
- Meet sales quota based on business plan for territory
- Develop an industry specific strategy to penetrate the territory, including direct to customer initiatives (automated sales prospecting, webinars, cold calling) and networking initiatives (architect lunch and learns, sales certification courses, etc.)

The Ideal Candidate:

- Requires Bachelor's degree or equivalent
- Prior experience working with **or** for hospitality, stadiums, casinos, theme parks preferred
- Minimum 2 years of solution based selling experience
- 5 years of experience using sales intelligence and virtual sales platforms (HubSpot, ZoomInfo, Microsoft Teams, Zoom, etc.)
- Requires responsibility, initiative, and the ability to recognize opportunities and seize them
- Must be comfortable dealing with decision-makers and working closely with all levels of contact
- Proven successful track record of closing sales
- Ability to relate easily with all levels of contacts
- Outstanding communication and negotiating skills
- Ability to motivate a sales staff to increasing levels of performance
- Ability to strategically create and develop sales presentation deck
- Strong individual contributor to sales management process

To apply, send cover letter and resume to Jobs_hr@lavi.com. Please include position on subject line.

Lavi Industries is committed to the employment and advancement of minorities, females, individuals with disabilities, and veterans. We are an equal opportunity employer and do not discriminate in hiring or employment on the basis of race, color, religion, sex, national origin, ancestry, citizenship status, age, marital status, disability, veteran status, sexual orientation, genetic information or any other characteristic protected by applicable law.