

Lavi Industries is a premier manufacturer of innovative public guidance systems. The company is headquartered in Valencia, California with facilities throughout the US. Our continued growth and success has been achieved through the determination and talents of our dedicated employees.

## Regional Sales Executive – Midwest

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Valencia, CA

We currently have an opening for an Regional Sales Executive covering the Midwest Region of the United States, based in the Chicago area. This candidate should be a dynamic agent with a proven record of aggressive sales growth. The candidate must have experience in developing business, strategic planning, and budget accountability.

This individual will be responsible for servicing Lavi's customers in the Midwest Region, selling the Lavi Industries' product line to identified industries, developing strategic sales plans and creating effective solution presentations. The RSE will be required to work out of a home office and travel throughout the territory as necessary.

Our Public Guidance products present an incredible sales growth opportunity.

### Qualifications and Requirements

- Minimum 3 years sales experience in a B2B environment.
- Experience in Solution Based Selling.
- Proven successful track record of closing sales.
- Outstanding communication and negotiating skills.
- Experience in working with CRM applications.
- Bachelor's degree or equivalent.

We offer the right candidate an opportunity to develop his/her full potential in an entrepreneurial environment, as well as an attractive compensation package.

Verifiable references and drug screen/background check are required.

Equal Opportunity Employer

Send Cover Letter and Resume to [Jobs3@lavi.com](mailto:Jobs3@lavi.com)