

Public Sector Business Development Specialist

Remote Opportunity

Lavi is looking for a self-motivated sales professional to fill the role of our **Public Sector Business Development Specialist** to sell and expand Lavi's product offerings to federal, strategic state governments, military, police, public transit, infrastructure care, public education, and health care.

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 Public Sector Business Development Specialist:

- Generate revenue through new and existing relationships with public sector agencies
- Build, maintain and manage a sales pipeline and forecast to achieve individual revenue goals
- Acquire, maintain, and manage all GSA scheduling contacts
- Position yourself as a consultative subject matter expert and the single point of contact between Lavi and your public sector contacts

Careers



Products for People and the Places They Go®

- Generate business using modern sales methods (CRM, RFP/Bid Sourcing Platforms, email marketing, web analytics, sales intelligence tools)
- Maintain a thorough understanding of the policy, economic, business, and clinical pressures impacting the Government priorities and based on this knowledge, proactively engage with Government clients to meet their needs
- Confidently and credibly present public queuing solutions by leading product presentations, demonstrations, conference calls, technical discussions/due diligence, executive discussions, web seminars, and related activities
- Engage customers in identifying and shaping opportunities
- Actively marketing the company brand, establishing customer expectations, creating white papers, and responding to RFI's and RFP's
- Work closely and cross-functionally with Leadership, Operations, Product Development, Marketing, and Customer Service to develop solutions that solve client challenges

The Ideal Candidate:

- 5+ years of experience in quota carrying role selling architectural, security, facility maintenance, and/or solutions to public sector agencies
- Comprehensive understanding of government (Federal) procurement processes
- Working understanding of the B2B manufacturing field
- Demonstrated achievement of goals as a result of finding, developing and sustaining strong client relationships in public sector agencies
- Proficiency in modern sales methodologies and technologies (CRM, RFP/Bid Sourcing Platforms, email marketing, web analytics, sales intelligence tools)
- Extensive RFP response and proposal writing experience, coupled with expert business writing skills
- Willingness to travel up to 25% (post-COVID)

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.