

Lavi Industries is a world leader in the manufacture and development of innovative queue management, public guidance, and architectural railing systems. The company is headquartered in Valencia, California with additional facilities in Brewster, NY. We were founded on an entrepreneurial spirit, and our continued growth and success is a direct factor of the determination and talents of our employees. We recognize that our employees are our primary assets and we believe in providing them with a positive, rewarding work environment. Be a part of a team that pursues excellence with dedication, integrity, and service.

## Regional Sales Executive – Architectural Railings

Chicago Area

The Regional Sales Executive (RSE) for Architectural Railings 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 RSE will be responsible for creating a business plan that identifies potential business in the region, executing the plan during the fiscal year, and meeting the territory volume quota. The RSE will be required to work out of a home office and travel throughout the territory as necessary. Reports to the VP of Sales and Marketing.

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 [Jobs\\_HR@lavi.com](mailto:Jobs_HR@lavi.com)