

Sales Engineer

Valencia, CA

Who We Are

Lavi Industries is the premier manufacturer of innovative queue management fixtures and software solutions for guiding people in, through, and out of 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. You will be leading sales initiatives with leading enterprises in a variety of industries including Banking, Retail, Telecommunications, Transportation, and more. Equal Opportunity Employer.

About You

You are energetic, creative, resourceful, well organized and detailed oriented. You have an unparalleled drive and passion to deliver high-quality solution demonstrations to existing and prospective customers while engaging in a consultative style. You have extraordinary communication skills and can deliver complex messages in a simple manner to a variety of different stakeholders. You thrive in an open and dynamic work environment and can anticipate customer challenges through your pre-meeting research. You are also an exceptional strategic thinker and a team player.

Key Job Duties

You will be working with our VP of Sales-Qtrac® VR Software and Sales Executives to provide prospective customers with tailored software solutions. You will also be driving initiatives with existing customers to increase product engagement with the Qtrac® VR platform and providing updates on new features and potential integration points. You will be partnering with the Sales Executive on driving prospective business through the sales cycle, staying current with the competitive landscape and working to solve customer pain points.

Executing the Vision

You will be the subject matter expert to consult prospective customers through the sales cycle and differentiating our solution from competitors. You will also work closely with our Project Management team to ensure a successful handoff from sales to implementation.

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Careers



Products for People and the Places They Go®

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Driving Client-Facing Calls and Meetings

You will be the primary resource for driving technical consultation through the sale cycle by providing solution demos and client meetings. You will be responsible for helping prospective customers understand the value Qtrac® VR delivers by explaining process flows and how the technical features align with their business.

Reporting

You will play a critical role in providing status and reporting on the status of prospects and accounts to management. You will also be providing feedback to software development teams for new feature requests.

Experience

The successful Sales Engineer candidate has a balance of skills in Business Development, Communication and is Technically proficient in software and IT concepts. You will utilize your critical thinking abilities and your planning and organization skills. Your passion for technology and improving business processes will allow you a platform to shine in front of customers. A Bachelor's degree and 2+ years in technical sales or technical project management is required along with a background in Cloud technology in a B2B environment.

Submit your application today!

If you are interested please submit your cover letter, resume and answers to the following 2 questions. All fully completed submissions will be reviewed by Steve Covate, Vice President of Qtrac Sales, for immediate consideration.

1. Please tell me about a specific product demonstration you created and presented, and how it was instrumental in winning the deal.
2. Please tell me what tools and methods you utilize to stay organized.

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

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