

Careers



Products for People and the Places They Go®

Sales Engineer - Railings

Valencia, CA

Lavi is looking for a passionate, self-motivated **Sales Engineer** with an enthusiastic attitude to help drive sales growth of architectural railings by developing new business and growing existing accounts. This individual will be autonomous in managing the assigned territory and create value for prospects and customers in a dynamic market.

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?

- 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 Sales Engineer:

- Extract requirements from architectural drawings submitted by clients
- Create and deliver presentations that clearly communicate our railing solutions
- Develop and implement strategic sales plan tailored to architectural railings
- Approach construction projects to present to architects, project managers and owners utilizing industry best practices
- Deliver product presentations to architects

Careers



Products for People and the Places They Go®

The Ideal Candidate:

- Requires Bachelor's degree or equivalent
- Minimum 3 years of solution based selling experience
- Outstanding communication and negotiating skills
- Able to read architectural drawings
- Prior experience selling to/working with **or** for contractors, architects, or construction personnel preferred
- Working knowledge of maintenance and reporting using a CRM Database
- Able to travel 35% of the time

To apply, send cover letter and resume to Jobs3@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.