

Sales Executive

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. You will be leading sales initiatives with leading enterprises in a variety of industries including Banking, Retail, Telecommunications, Transportation, and more. Equal Opportunity Employer. **Come be a part of our team!**

Job Summary

As a Sales Executive, your primary responsibility will be to sell our Software into Net New Accounts within your assigned territory. You will exceed your monthly quota by driving sales activities (phone calls, cold calls, appointments, assessments, demo's & proposals) in order to build a robust pipeline of exciting opportunities.

What's In It For You?

We offer an industry leading pay for performance compensation plan that includes Base Salary, Uncapped Total Commissions, Expense Allowance, Company Medical, Dental, Vision and 401k.

About You

You are a natural seller, a hunter and an entrepreneur at heart. You have an unparalleled drive, passion to WIN & SUCCEED, and you are eager to take on new challenges. You are good at building solid relationships with new prospects in the pursuit of making them new clients. You thrive in an open and dynamic work environment; have extraordinary communication skills and you are highly dependable. You have an ability to anticipate challenges and are prepared with contingency plans. You are also a strategic thinker and a tactical executor.

Key Job Duties:

Business Development and Sales

You will be working with our VP of Qtrac VR Software Sales to expand our pipeline, cultivate new opportunities and grow our client portfolio. Your efforts include lead generation through social selling, email campaigns, phone calls, client meetings and industry/networking events. Also, you will be utilizing professional referrals and your current network to engage new opportunities. You will be partnering with the Sales Engineer on driving prospective business through the sales cycle and closing deals.

Continued on page 2 >

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Executing the vision:

You will be working closely with our VP of Sales, and other key Senior Executives to develop and execute a robust and agile business plan.

Driving client-facing calls and meetings:

You will be responsible for scheduling sales meetings, identifying needs, scoping opportunities, presenting Lavi Industries solutions and acquiring new client relationships in a polished and professional manner.

Presenting reports:

You will play a critical role in the reporting and the analysis of performance/ROI of your business development and sales efforts.

Experience:

Our leadership team believes that the successful Sales Executive is motivated, focused, fearless and persistent. You will also need exemplary communication and listening skills. In addition, the ability to observe and understand dynamics of a meeting are equally important. A Bachelor's degree, 2+ years B2B software sales experience and CRM system proficiency are required.

How to Apply:

If you are interested please submit your cover letter, resume and answers to the following 2 questions to Jobs3@lavi.com. Only fully completed submissions will be reviewed by Steve Covate, Vice President of Qtrac Sales, for immediate consideration

1. Please tell me about a SaaS deal you closed. Provide details of your efforts from cradle to grave in the sales cycle.
2. Please tell me what tools, methods and organization skills you utilize to effectively prospect and create new opportunities.

APPLY NOW

Job Type: Full Time

Lavi Industries is an Equal Employment Opportunity Employer. All offers of employment are contingent upon successful completion of a post-offer drug screen and background check.