

US Regional Account Executive — Architectural Railings

Valencia, CA

Who We Are

Lavi Industries is the premier manufacturer of innovative [architectural railings](#) and fittings for residential and commercial 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.

Come be a part of our team!

Job Summary

We have an opening for a full time Regional Sales Executive (RSE) for a multi-state territory in the South Western United States. The ideal candidate will 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 their prospects and customers in a dynamic market. The candidate will develop and implement strategic sales plan tailored to architectural railings. The RAE will approach construction projects to present to architects, project managers and owners utilizing industry best practices.

Qualifications

- 3 years solution-based selling experience in a B2B environment.
- Outstanding communication and negotiating skills.
- Able to read architectural Drawings.
- Experience in working with CRM applications.
- Bachelor's degree or equivalent.
- Able to travel 35% of the time

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

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