

Sales Retail Specialist

Valencia, CA

Who We Are

Lavi Industries is the premier manufacturer of innovative architectural fixtures and software solutions for guiding people in 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. Equal Opportunity Employer. **Come be a part of our team!**

Job Summary

We currently have an opening for a Sales Retail Specialist who will be responsible for achieving customer satisfaction by building rapport and having excellent communication skills. The sales retail specialist understands who the key players and decision-makers are to navigate and move deals forward. They will prospect, qualify and close the business to drive growth in their assigned industry. In addition, they will assist the outside sales executives with industry-specific projects to sell Lavi products and develop new business relationships. This position will report to the Business Development Manager.

Responsibilities

- Manage new and existing business in assigned territory; develop and maintain accounts and/or market to ensure maximum sales and profits.
- Understand each customer's unique needs to provide real, effective solutions.
- Deliver exceptional customer service.
- Manage the entire sales process from prospecting to close, including accurate pipeline forecasting, achieving sales quotas, and creating/delivering effective Lavi solution presentations. Excellent interpersonal, communication, and problem-solving skills are a must.
- Collaborate with the outside sales team on special projects and assist in the solution selling process.
- Project Management ownership that will encompass large-scale roll-outs that require cross-functional teamwork.
- With the use of CRM, proactively make calls to customers and prospects as directed to ensure customer satisfaction while promoting new/additional products and services.
- Make outbound lead follow-up calls to potential and existing customers via telephone and/or email to qualify sales leads and sell products and services.

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- Actively manage and grow accounts within the retail space.
- Develop and implement strategic sales plan tailored to the targeted retail industry
- Explain clearly and precisely the features and benefits of products to prospects in non-technical terms.
- Assist with sales-related administrative tasks (quotations, CRM data entry)
- Service Lavi's customers by providing product presentations, issue resolution and new contract negotiations.
- Detail-oriented and hardworking.
- Ability to thrive in a dynamic, exciting work environment.
- Travel as needed.
- Represent Lavi Industries at tradeshow.
- Special projects or duties as assigned or required.

Job Type: Full-time

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

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