

Careers



Products for People and the Places They Go®

Technical Sales Engineer

Valencia, CA

Lavi is looking for a passionate, self-motivated **Technical Sales Engineer** with an enthusiastic attitude to sell complex scientific and technological products and services to businesses.

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 Technical Sales Engineer:

- Assesses competitors by analyzing and summarizing competitor information, trends, and identifying sales opportunities
- Calling on prospects and existing customers to identify appropriate contacts, qualify, and drive leads through the sales pipeline
- Qualifies and generates sales opportunities by researching, identifying potential accounts, soliciting new accounts, building rapport, and preparing quotes

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- Engages in technical discussions with potential clients through demonstrations and presentations
- Identifies and closes additional purchases of products
- Develops accounts by checking customer's buying history, suggesting related and new items, explaining feature, function, benefit, and proof
- Works closely with Manufacturing Operations and Regional Sales Manager
- Maintains and improves quality results by following standards, recommending improved policies, and procedures

The Ideal Candidate:

- Bachelor's degree in a technical or business discipline or equivalent technical experience.
- A minimum of two (2) years in a technical sales or sales support role
- Experience utilizing a CRM system
- Demonstrated experience meeting sales goals, closing skills, prospecting skills, technical understanding, building relationships, people skills, customer focus, and motivation for sales
- Background in electric utilities, technical engineering, energy efficiency, or business operations preferred
- Knowledge of power systems and especially renewable power generation
- Understanding of power systems controls

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.