

Job Description – West Coast Sales Executive

Summary of Position

As the West Coast Sales Executive, there will be a wide variety of duties which are subject to change. As Lavo Partners, we are expected to “do whatever it takes” to build a sustainable, profitable company. As a Sales Executive, your primary goal is executing sales strategy to optimize the Lavo Customer Experience with the aim of increasing revenue and providing exceptional service to customers within a defined, West based region. This Job Description will help outline the role and responsibilities.

Duties and Responsibilities

- As an SE you are expected to be results oriented with a positive “can do attitude”.
- Execute monthly & yearly AOP sales strategies by focusing on sales to Chemical Manufacturers, Distributors and other Cleaning & Hygiene industry prospects and current customers.
- Must have a customer centric focus at all times, understanding they are why we exist as a company and optimize the Lavo Customer Experience.
- Regularly assess how Sales, Marketing and Service Departments work together to deliver seamless customer experiences.
- Gather customer feedback, analyze it and then design specific practices so that Lavo customers benefit while profits also improve. (Continuous Improvements)
- Work with customers to answer and/or solve their technical service issues and questions via email, phone or any other means necessary.
- Assist with the creation of market strategies and equipment positioning to maximize sales revenue.
- At various times, assist with product management, sales performance and customer satisfaction tasks.
- Assist with training & market education at sales meetings, equipment demos, and trials.
- Able to work in an ever-changing environment.
- Regional coverage from CA to WA, ND to TX and all other states in the West region.

Qualifications and Measurements

- Deep experience owning the end to end customer experience, delivering key customer benefits to ensure speed and quality.
- Challenge the group to consistently drive strategy and execution of awesome product experiences. A true leader between Sales, Tech Service and Customer Service.
- Partners across the org to deliver business results while communicating and influencing effectively.
- Demonstration that you are both a life-long learner and teacher.

Up to 50% travel required.

Willingness to work remotely.