



Area Vice President – South Region

Levifi is a fast-growing, *privately held* technology solutions company delivering cutting-edge Copiers, Printers, and Managed IT Services to organizations across the Southeast. We've added more than 2,000 customers in the past 5 years, including education, healthcare, legal, and professional services clients.

Why the bee logo?

The bee logo and hive design for Levifi symbolize a harmonious blend of hard work, efficiency, and innovation. Bees epitomize teamwork and organization, reflecting the core values of Levifi:

1. Teamwork – Embrace collaboration
2. Integrity – Do the right thing for the greater good
3. Optimism – Move forward with a “can-do” attitude
4. Innovation – Think outside the box
5. Fun – Initiate smiles and laughter to keep interactions positive

We're now seeking an **Area Vice President (AVP)** to lead our regional expansion and drive revenue across a multi-branch territory. This senior leadership role reports directly to the Chief Revenue Officer (CRO) and will be responsible for building and managing a team of sales professionals focused on recurring revenue growth.

Company Overview:

Levifi delivers Awesome Workplace Technology and infrastructure solutions designed to streamline operations, increase uptime, and reduce costs. We combine world-class copiers and production print systems with proactive Managed IT and cybersecurity services, giving clients a true single-source technology partner.

With over 80 team members and strategic plans to double revenue in the next 36 months, Levifi is positioned to become the dominant independent technology provider across the Southeast.

Territory Overview – South Region

- Branch Locations: Charleston, Columbia, Myrtle Beach, Hilton Head/Beaufort, Savannah
- Location: Metro Charleston or surrounding areas- **Relocation available for the right candidate**
- Territory Focus: Coastal Carolina and Northern Georgia

What You'll Do:

Sales Strategy & Execution

- Develop and execute a scalable sales strategy to meet aggressive revenue targets across copiers, production print, and managed IT.
- Identify high-value verticals and geographies for expansion, with a strong focus on net-new recurring revenue.
- Drive operational rigor through CRM adoption, pipeline discipline, and sales forecasting accuracy.
- Implement and lead structured sales processes across the team.

Leadership & Team Development

- Lead and mentor a team of Sales Directors, Technology Consultants, and Business Development Reps across multiple branches.
- Hire, develop, and retain high-performing sales professionals who thrive in a competitive, high-growth environment.
- Create a results-driven culture with clear KPIs, goals, and accountability.
- Collaborate with service delivery and operations teams to ensure excellence throughout the customer journey.

Revenue Growth & Market Expansion

- Own pipeline development and multi-year territory planning to double annual revenue by 2028.
- Leverage marketing, referrals, and outbound strategies to accelerate market penetration.
- Forge partnerships with key vendors, software providers, and referral sources to drive long-term value.

Client & Partner Engagement

- Represent Levifi as a senior leader at customer meetings, association events, and industry conferences.
- Ensure smooth handoff from sales to service, with a focus on retention and account growth.
- Maintain a pulse on industry shifts, local competition, and technology trends to inform growth strategy

What we are looking for:

- 5-10+ years of B2B sales leadership experience in the copier, print, IT services, or broader technology space.

- Experience building and scaling sales teams across multiple branches or geographies.
- Demonstrated success driving growth in both hardware and recurring service revenue.
- Deep understanding of long-cycle consultative sales processes with deal sizes ranging from \$50k to \$500k+.
- Strong leadership, coaching, and operational management skills.
- Expertise in pipeline management, CRM tools, and forecasting best practices.
- Bachelor's degree in Business, Marketing, or related field, or equivalent experience

Travel & Location:

- Remote-first role with up to 40% travel within the South Region territory
- Candidate must live in or near Coastal SC or Savannah (Charleston Area Ideal)

Compensation & Benefits:

Base salary: \$125,000 – \$150,000, based on experience and track record

- On-target earnings (OTE): \$250,000+ (uncapped)
- Performance/Personnel-based bonuses
- Full benefits package: Medical, Dental, Vision, 401(k) with match
- PTO, Holidays and Volunteer Time off
- Technology stipend and remote office setup support

Why Levifi, ready to build a Region?

Our employees describe Levifi as entrepreneurial, supportive, and purpose driven. With experienced leadership, aggressive growth goals, and a customer-first mindset, this is a rare opportunity to join a winning team in scale mode. We're not looking for someone to maintain the status quo—we want an AVP who can build, lead, and grow a region into an industry powerhouse.