



Inspired Brands.  
Intelligent World.™

**POSITION:** Senior Sales Executive  
**REGION(S) OF RESPONSIBILITY:** Vietnam  
**LOCATION:** Lot 7-2 M7 Street -Tan Binh Industrial Park, HCMC  
**REPORTS TO:** Sales Manager LPM VN  
**Job Code:** SL4066

### **ABOUT AVERY DENNISON CORPORATION**

Avery Dennison (NYSE: AVY) is a global materials science and manufacturing company specializing in the design and manufacture of a wide variety of labeling and functional materials. The company's products, which are used in nearly every major industry, include pressure-sensitive materials for labels and graphic applications; tapes and other bonding solutions for industrial, medical and retail applications; tags, labels and embellishments for apparel; and radio frequency identification (RFID) solutions serving retail apparel and other markets. Headquartered in Glendale, California, the company employs approximately 30,000 employees in more than 50 countries. Reported sales in 2017 were \$6.6 billion. Learn more at [www.averydennison.com](http://www.averydennison.com).

### **ABOUT YOUR ROLE**

You are responsible for the sales performance of assigned accounts and achieving the budgeted sales and profit contribution.

### **YOUR RESPONSIBILITIES WILL INCLUDE:**

- To grow the business by managing and growing the existing key accounts and identify and grow new accounts
- Support and contribute actively to company's growth programmes especially the horizon projects
- Maintain regular service and calls to existing key customers to achieve set targets
- Promote the use of Avery products to new and existing customers through application of selling skills and building relationships with all levels within the target customers
- Identify new product opportunities with customers for Avery Dennison's products
- Manage market intelligence and monitor market trends in the region.
- Actively involved in timely collections from the customers
- Prepare regular reports as follows:
  - Competitor activity
  - Pricing movements
  - Complaints
  - Questions in regards to products
  - Sales forecast report
  - Customers' sales report
  - Chair or attend the following meetings:
    - Monthly sales meeting
    - Forecast meeting
    - Weekly sales meeting

### **WHAT WE WILL BE LOOKING FOR IN YOU:**

- Bachelor's degree required.
- 5+ years related experience in key account management.
- Experience in Packaging/ Chemicals/Ink/Labels/Digital Printing/Paints & Plastic Industry is preferred.
- Good communication skills is required

***Avery Dennison is Everywhere You Look.*** Avery Dennison (NYSE:AVY) is a global leader in labeling and packaging materials and solutions. The company's applications and technologies are an integral part of products used in every major market and industry. With operations in more than 50 countries and more than 25,000 employees worldwide, Avery Dennison serves customers with insights and innovations that help make brands more inspiring and the world more intelligent. Headquartered in Glendale, California, the company reported sales from continuing operations of \$6.3 billion in 2014. Learn more at [www.averydennison.com](http://www.averydennison.com).



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- Proven sales results
- Maturity and influencing skills to work collaboratively within and across team
- Strong customer satisfaction focuses skills.

### **SELECTION PROCESS**

HR Discussion, 2 to 3 rounds of Functional Interviews.

### **CALL TO ACTION**

Don't Delay! We're hiring as soon as possible. Call me during business hours on **08 3765 5678, Ext 203** to discuss or email me your details at **[myanh.phan@ap.averydennison.com](mailto:myanh.phan@ap.averydennison.com)**

**AVERY DENNISON IS AN EQUAL EMPLOYMENT OPPORTUNITY PROVIDER**

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