

*** Currently, we are not accepting applications for our Sales LDP position as all of our 2018 positions have been filled. Please contact us via email, ad.usa.oncampus@averydennison.com, if you have any questions. ***



Company Description

Avery Dennison (NYSE: AVY) is a global leader in pressure-sensitive and functional materials and labeling solutions for the retail apparel market. The company's applications and technologies are an integral part of products used in every major industry. With operations in more than 50 countries and more than 25,000 employees worldwide, Avery Dennison serves customers in the consumer packaging, graphical display, logistics, apparel, industrial and healthcare industries. Headquartered in Glendale, California, the company reported sales of \$6.1 billion in 2016. Learn more at www.averydennison.com

What we are looking for

Avery Dennison's North America Sales Leadership Development Program (SLDP) has a single business focus to build talent for our rapidly growing organization. With a concentrated blend of experiential on-the-job learning, classroom and virtual training, the SLDP serves as the talent pipeline for leadership roles throughout the organization.

We are searching for next sales standout which includes those who are daring, agile and desire a lifelong career in the sales industry. SLDP Associates receive in-depth exposure by rotating through three different assignments over the course of 30 months. The position is based in Mentor, Ohio - outside Cleveland. We are only considering individuals who are excited about relocating to Northeast Ohio for the program, but who will be open to relocating during the duration and upon graduation of the program.

The SLDP Associate may rotate through the following roles/functions:

- Inside Sales
- Application/Technical Sales
- Field Sales

What sets us apart

Avery Dennison's Leadership Development Program (LDP) is unlike any other with its emphasis on networking, community and support. From Day 1, networking is encouraged, promoted and expected within the program. As you are on-boarded with other LDP associates from the various tracks, you quickly develop a community with both new, current, and recently graduated LDPs, all willing to go the extra mile to make sure you have what it takes to succeed.

In addition, a core component of the curriculum is the mentoring program. Paired with another leader within the organization, the program focuses on the transition from college to corporate, leveraging strengths and defining your career path. Associates may have an opportunity at a permanent role after graduating the program.

What you will be doing

The primary role and responsibility of this LDP associate will be dependent on business needs, and might also be tailored to individual LDP strengths and interests. However, during the program, you will experience the following opportunities:

- Gain a strong sales foundation: From various rotations, Sales Associates will craft the key skills and competencies needed to flourish in the sales industry
- Work cross-functionally to gain business insights and be exposed to various aspects of the business
- Develop key skills: Build skills in areas such as pricing, relationship management, negotiation, time management, and strategic business planning
- Master the sales pitch: Learn all about our products and help customers identify products that best suit their needs
- Tackle projects to identify future needs such as customer prospecting and lead generation

What you will need to bring to the program

Avery Dennison has a long history of being a market leader. Your history is important to us. It should include the following:

Education

- Bachelor's Degree in Sales, Marketing, Business or related field required
- Sales certificate or Sales Program preferred
- GPA of 3.0 or higher

Skills

- Leadership experience via student organizations, athletics, intramural sports, volunteerism or similar activities

- Previous sales internship or co-op experience required

Travel

- Flexibility and willingness to relocate during and after graduating from program
- Ability to travel up to 30 percent of the time (up to 1-2 weeks per month)

Additional information

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, sexual orientation, gender identity, disability, protected veteran status or other protected status. All your information will be kept confidential according to EEO guidelines.