



Junior Sourcing Manager (F/M/D)

Company	Authentic Vision GmbH
Location	Salzburg, Austria
Reporting Relationship	VP, Product and Development
Website	www.authenticvision.com



COMPANY BACKGROUND

Authentic Vision (AV) offers a mobile authentication solution used by customers worldwide for brand protection and consumer engagement. Headquartered in Salzburg, Austria, Authentic Vision is a rapidly growing company with a global team and due to increasing customer engagement is expanding the commercial team in Europe.

The solution is based on security tags that provide any product with a unique fingerprint, which can only be produced once. The tags can be authenticated by consumers with use of a smartphone app. A business intelligence portal provides channel & consumer data intelligence based on the scans. Authentic Vision holds several patents and is cooperating closely with a global network of partners to fight counterfeiting.

AV has been successful in signing agreements with US based customers like HDMI (4K and ULTRA Licensing Program), Commscope (electronics) and Helen of Troy (consumer products); and international customers like Lamina (industrial tools), Danfoss (industrial products), Elsewedy (Industrial wiring) and Vulli (Sophie Le Giraffe Toys) and several partners like Authentix and Eurostampa. The company is poised for significant growth and offers a flexible and rewarding environment which recognizes talent and commitment.

STAGE OF THE COMPANY

Authentic Vision was founded in 2012 and the initial years were spent on evolving the core idea into IP, product ideation and product development. In the middle of 2015, customers were adopting the technology without the fully complete product. We have been in market for 5 years and like most start-ups, went very broad across many industry verticals to determine and understand product/market fit. To date, Authentic Vision has ~30 customers.

We are now at the point where we have developed the market focus based on market data, customer engagement and inbound traction that we are seeing, and we are shifting gears to move into growth phase. The target industry verticals (use cases) where we will want to focus will be Brand Licensing and Tax Stamps (Royalty and Tax Compliance), Oils and Lubricants (Anti-Counterfeiting), After Market Car Parts (Anti-Counterfeiting), Wines & Spirits (Anti-Counterfeiting), Agrochemicals (Anti-Counterfeiting), Industrial Products (Anti-Counterfeiting), Digital Media (Anti-Piracy) and Healthcare (Anti-Counterfeiting). Furthermore, we can move into this phase because of a strong belief and the confidence of investors who believe in building a long-term healthy business. It should be noted that this is a highly competitive space and there are a lot of players offering a variety of overt

Authentic Vision GmbH

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and covert authentication solutions. Our differentiator is a breakthrough in the technology that helps solve for the issues and drawbacks of other solutions.

To support realizing our vision and improve our technology further, we're looking to hire a

Junior Sourcing Manager (F/M/D)

As **Junior Sourcing Manager**, the successful candidate will play a key role in supporting the company's growth by making sure we can match the supply of our security tags with our customer's growing demand.

You will:

- Visit printers throughout Europe and attend production process of AV labels
- Manage tag production in close cooperation with the team
- Pre- and Post-process print jobs
- Identify opportunities for process improvements, document those.
- Actively research possible product improvements or extensions
- Support in case of tag related customer questions
- Be our inhouse expert on part of the label portfolio

Your profile:

- You have a technical background (HTL or university degree)
- You have an eye for details, you are self-motivated and take responsibilities seriously
- You are motivated to learn quickly and become a subject matter expert
- You are flexible and enjoy challenges
- You are looking forward to spending up to 30% of your time with customers and partners around the world, and will otherwise spend time in our Salzburg HQ
- Besides English, you also have good conversational German

What we offer:

- You will work in a high growth company, supported by an international investor network. Our solution is used on all continents
- You will have the opportunity to learn on the job from 2 experienced colleagues.
- Excellent environment for fast personal development
- Friendly and informal company climate, with flexible working times
- Regular team- and company events

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In case you are interested, please submit your CV and cover letter including salary expectations and earliest starting date to:

Authentic Vision
Ivar van Dijk
Vice President of Product & Development
Ludwig-Bieringer-Platz 1, 5071 Salzburg, Austria
info@authenticvision.com

Due to legal reasons we are obliged to disclose the minimum salary according to the collective agreement for this position, which is € 1.890 gross per month. Our compensation package is based on market-oriented salaries and depending on your background and work-experience, your salary could be significantly above the stated minimum salary.

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