



Consulting Exit

#VACANCY

= exact

STRATEGY MANAGER

Most people know Exact as one of the partners of Formula 1 driver Max Verstappen. But Exact is also – and foremost – the number 1 provider of business software for SME in the Netherlands. Over the past years the company has achieved double-digit growth. The Strategy Manager drives some of Exact's most important and strategic projects in order to continue on this extraordinary growth trajectory.

#1 IN THE NETHERLANDS, SERVING CLIENTS WORLDWIDE

Exact is a leading international software company that delivers world class business software solutions and services to small and medium enterprises (SMEs). The company develops industry-specific on-premises, hosted and cloud-based solutions for a wide variety of industries, e.g. manufacturing, wholesale, distribution, professional services and accountancy. With its software and services, Exact empowers SMEs to be the driving force of the global economy.

More than 400,000 SMEs use Exact's software and every month the company facilitates about 2.4 billion financial transactions. Exact is market leader in The Netherlands, and serves clients across the globe. The company is headquartered in Delft and has offices in Europe, the Middle East, North, Central and South America, Asia, Australia and Africa. In total, Exact employs

approximately 1,400 employees, serves customers in more than 100 countries and provides its software solutions in about 40 different languages.

DOUBLE-DIGIT GROWTH TRAJECTORY

Exact supports companies with all their major business processes. Its product offerings range from low-cost online software to integrated ERP packages for larger or more complex enterprises. Exact delivers solutions for production, administration, logistics, finance, sales, marketing and HR. The company enables its clients to access relevant and reliable data easily and gain insights that drive management decisions.

Over the past years Exact has been growing fast. The company is backed by APAX Partners, a global multi-sector investor.



"We have the energy and welcoming culture of a start-up and the benefits of a multinational. Our company is large enough to present exciting global growth opportunities, but is small enough to offer real responsibility and the chance to make a difference. We want our employees to have lasting impact and be successful. That's why we put so much emphasis on personal growth and development. We spend a lot of time on mentoring and coaching."

Phill Robinson, CEO

Together, Exact and APAX aim to keep the company on the current double-digit growth path. Part of realizing that ambition is a continuous drive for innovation and new product development.

RECENT ACQUISITION: PROQURO

Exact is always on the lookout for interesting M&A opportunities. Recently the company bought ProQuro, a procurement software specialist. Combining ProQuro's content and expertise with its own, Exact can now offer customers an integrated approach to finance and procurement, giving them a better grip on costs. Procurement is a key business process and one that a lot of SMEs do not manage as effectively and efficiently as they could. Now Exact can help SMEs improve on this capability, realizing cost savings that can add up to significant gains over time.



#VACANCY

STRATEGY MANAGER

The Strategy Manager is part of the Product Strategy Team and reports directly into the Head of Value Realization. He/she works closely with Exact's CEO, the Director Product Strategy and the Executive Team, interacting with them on a weekly basis. The main focus of the Strategy Manager is driving further growth by optimizing the value of existing functionalities through e.g. pricing, customer retention and cross sell.

LEADING HIGH PRIORITY PROJECTS

Exact's Strategy Manager works on challenging problems that are key in the company's organic growth strategy. He/she leads a wide range of high priority value-creation initiatives, from inception all the way to delivery and implementation. The Strategy Manager also tracks progress of new initiatives, identifying optimization potential and critical next steps.

In driving strategic projects forward, the Strategy Manager relies on his/her rigorous analyses, using sophisticated analytical tools, to

ensure data driven decision-making. When a project asks for a more hands-on leadership approach, the Strategy Manager does not shy away from stepping in and taking action.

REGULAR INTERACTION WITH SENIOR MANAGEMENT

The Strategy Manager works together with the Strategy and Value Realization team. He/she gets regular opportunity to present to (internal) senior stakeholders, to keep them up to date on the progress and gather their feedback.

To be successful, the Strategy Manager is able to manage different types of people and teams, and influence other stakeholders in the organization at all levels. Given the international character, he/she also has the flexibility to collaborate across cultures and time zones and is willing to travel occasionally.

“

“Strategy Manager is a fantastic role for top-tier management consultants who want to make the step towards hands-on management. We regard this position as one of the foundational roles for a future leadership position within Exact. The Strategy Manager is fundamental in realizing our growth ambitions. That's why we are looking for someone who's passionate about driving growth and is not afraid to challenge the status quo.”

Alex Myers, Director of Product Strategy



CANDIDATE **PROFILE**



EXPERIENCE

- 3+ years in strategy consulting
- MBA is a plus
- Familiarity with software environment is a plus

PERSONALITY

- Analytic
- Problem solver
- Team player
- Social
- Strategic
- Results driven



DELFT



CONTACT



ROLAND VETTEN

Partner at Top of Minds Digital Executives

roland@topofminds.com