



#VACANCY

Business Development

Consulting Exit



ASML

(SENIOR) DIRECTOR CORPORATE DEVELOPMENT

ASML is one of the world's leading manufacturers of chip-making equipment. The company is renowned for its state-of-the-art high-tech innovations. The new (Senior) Director Corporate Development builds a portfolio of value creation options to materialize ASML's corporate strategy.

ABOUT ASML

ASML is one of the flagships of Dutch economy. The company invents and develops complex technology and machinery the semiconductor industry utilizes to create transistors and computer chips. Together with its customers, ASML keeps Moore's law alive. The manufacturer enables its customers to produce ever smaller, cheaper, more energy-efficient and more powerful semiconductors.

ASML is headquartered in Veldhoven and employs over 23,000 people worldwide, spread across 60+ offices. In 2018 the high-tech giant's net sales added up to 10.9 billion euro's. A key driver behind the company's success is innovation. That's why over a third of ASML's workforce and over 1.5 billion euro's each year are allocated to R&D.

PUSHING BOUNDARIES

With the age of the PC behind us, we are now entering the time of immersive computing. Everybody and everything will be connected and the lines between the physical and the digital will blur. We'll see advancements such as 5G connectivity, AI, autonomous cars and artificial neural networks. ASML is the catalyst for these developments and pushes the boundaries of what's possible.



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(SENIOR) DIRECTOR CORPORATE DEVELOPMENT

The Director Corporate Development develops ASML's (inorganic) growth roadmap to materialize the corporate strategy. He/she is a member of the Corporate Strategy team, which is a newly formed capability that's being built up by Vice President Jeroen Kemp.

So far ASML has achieved most of its growth organically. The company acquired a handful of companies over the past years, for example HMI in 2016.

BUILDING THE M&A ROADMAP

The Director Corporate Development starts out by charting the semiconductor industry. He/she focuses on the exploration of the market, and builds an overview of corporate development options and potential acquisition targets. After this intellectually challenging white space exercise, he/she – together with the company's strategy and marketing capability– develops the M&A roadmap going forward.

Next, the Director Corporate Development translates ASML's growth strategy into a systematic target search and owns the acquisition roadmap. If applicable, he/she also drives the M&A process throughout the deal lifecycle and post-merger.

Because of the sensitivity of the topics, the Director Corporate Development operates within a small team. He/she also works closely with relevant executives and experts. It's up to the Director Corporate Development to involve these internal stakeholders and engage with external stakeholders such as analysts, bankers, lawyers and consultants.

“Director Corporate Development is a great first step into ASML. It offers deeply strategic and fundamental insights in our business. To be successful, the Director Corporate Development needs hands-on experience in strategy development – e.g. growth strategy, target search and strategic and financial due diligence – and a practical mindset, not being afraid to roll up the sleeves.”

Jeroen Kemp (former ADL), Vice
President Corporate Strategy

PROFILE

EXPERIENCE

- ➔ MSc or PhD in physics, electronics or engineering
- ➔ 10+ years Corporate Development or consulting (Principal level) experience in the high-tech industry
- ➔ M&A experience
- ➔ MBA is a plus

PERSONALITY

- ➔ Strategic thinker
- ➔ Analytical
- ➔ Problem solver
- ➔ Sharp communicator
- ➔ Self-driven



VELDHOVEN



CONTACT



ROLAND VETTEN

Partner at Top of Minds Digital Executives
roland@topofminds.com