



#VACANCY



Business Development Manager

Bugaboo, the global premium brand delivering extra-ordinary products to make parents confident in their journey, is going through an exciting time. With a brand new Executive Leadership Team and the backing of Bain Capital, the business is ready to grow further. The Business Development Manager will be the right hand to the CEO and instrumental to this growth.



Founded in 1994, Bugaboo has always had a clear mission: to help people move freely. They invent, develop, test, and manufacture extra-ordinary products to make parents confident in their journey, combining design with engineering and beauty with functionality. Their strollers and car seats currently help millions of people and their children all over the globe enjoy life on the move in unparalleled comfort and unmistakable style. Worn or broken parts can be individually replaced and products can easily be restyled. The products are truly meant to be used every day, designed to last a lifetime.

Growth

In 2018, Bain Capital invested in Bugaboo. Soon after, Ilona Haaizer joined Bugaboo as the new CEO and the Executive Leadership Team (9 FTE) was appointed. The strategy to grow even further was crafted and this growth will occur along three axes: Geography, Channels and Product.

Culture

Bugaboo, headquartered in Amsterdam, is a responsible business offering employees a lot of personal responsibility and freedom. It's a global company with an ambitious environment.



“ The world is too big to stand still. – Max Barenbrug, Co-founder and Chief Design Office of Bugaboo

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This newly created vacancy is an excellent landing spot for a strategy consultant within this rapidly growing organisation. As the right hand to the CEO, the Business Development Manager will have the opportunity to get to know the full organization quickly and have a lasting impact on the business.

The Business Development Manager will take on high-priority projects to further the growth of the business rapidly. The scope is vast and across all channels – from market analysis to optimizing the product portfolio to developing new business models. The key ingredients to succeed in this role are a razor-sharp analytical mind, the skills to create and present strong business cases and the ability to prioritize projects.

This role reports directly into the CEO. Considering the exposure to the Executive Leadership Team and the predicted growth rate of Bugaboo, there will ample opportunity for the Business Development Manager to craft their own career path within the organization.

Candidate Profile

- At least 4 years' experience at a top-tier strategy consulting firm
- Keen to have a lasting impact
- Razor-sharp analytical mind
- Creating and presenting strong business cases
- Prioritizing
- Entrepreneurial mindset





Contact



Imke Peters

Senior Consultant bij Top of Minds Digital Executives

imke@topofminds.com