



## Strategy Manager Food Delivery

Prosus is one of the world's largest technology investors and a powerhouse in its field. Their goal is to create long-term value for the local markets they serve, and they do this by building companies which impact and improve daily life in those locales. With partners such as Udemy, Swiggy and Delivery Hero, any new ventures are worth paying close attention to.

### For whom?

- Minimum of 3 years of experience in top-tier management consulting, leading investment bank, or VC / PE (at least 2 years in management consulting is required)
- Mix of both strategy and investing experience is a plus
- Adept at working and thinking globally
- Self starter with ability to deal with ambiguity. Naturally flexible and adaptable.
- Results-orientated & task-delivery focused
- Experience in running commercial due diligence, value creation and growth strategy projects
- Domain expertise in consumer tech / e-commerce

# About Prosus

**A fast growing company, using tech to address local user needs.**

Prosus have carved out their niche by harnessing the power of technology to build consumer internet companies globally and they currently operate in more than 30 markets, including Brazil and India. So, if you're not yet familiar with Prosus, chances are you're aware of their partners – their companies help improve the lives of around a fifth of the world's population.

Avito, Meesho, and Udemy are among the companies that Prosus has helped develop since it started operations. Indeed after it floated on Euronext Amsterdam in September 2019, Prosus became the largest consumer internet company in Europe by asset value.

Typically this has seen them work in the online classifieds, payments and fintech, but it's in the food delivery sector where they see massive, untapped potential.

Success in markets such as India and Brazil have proven that they have uncovered a once in a lifetime opportunity to disrupt the market, and they're already proving they're on the way to becoming the global food delivery leader.

The company's approach to growth is an entrepreneurial one: through judicious analysis and consultation, they've become one of the largest technology investors in the world.

**"We really believe in this sector. It's super exciting, and it's a very dynamic space and we are looking for someone who shares our passion for what we're trying to do"**

*– Director of Strategy and M&A*







#VACANCY

## Strategy Manager Food Delivery

The Strategy Manager is a key role as Prosus move into the next phase of growth.

They will be part of the 15-strong Food Delivery team but will work closely with the CFO and CEO whom they will support in developing, communicating and implementing this strategy for the segment.

The Strategy Manager will report to Director of Strategy and M&A, but they will be also working directly with CFO and other business leaders in the Food Delivery team. This person will be providing strategic insights to the CFO and CEO in developing, communicating and implementing the strategy, but also partnering directly with Prosus' portfolio companies around the world. A global mindset is essential, and experience in working in different business cultures would be extremely useful – Prosus's markets are diverse.

This is a challenging role for someone excited about driving change and creating a lasting impact. Given the nature of the position, the successful candidate will be comfortable with ambiguity and thrive in an environment where taking the initiative is rewarded and appreciated.

At any given time there are likely to be many wheels in motion, all of which need attention, so the ability to multitask is essential. Accordingly, the Strategy Manager thrives on discovery and innovation: they will be excited – not daunted – by the prospect of new opportunities.

**Responsibilities broadly fall into four categories:**

**1. New investments**

They will evaluate M&A and strategic investment targets through investment theses, conduct commercial due diligence and work alongside the M&A team.

**2. Industry landscape mapping**

The Strategy Manager will analyze emerging trends, identify new investment opportunities, map adjacent industries, analyze the latest competitive developments.

**3. Portfolio management**

Working with the various portfolio businesses, they will develop strategic insights that will ultimately help improve and optimize those partners' performances. This will necessitate regular travel to those partners' offices.

**4. Corporate strategy**

They will be required to prepare materials for senior management – specifically relating to the annual strategy and budget processes, but also create materials for the senior management team and Board and also liaise with investor relations teams. It's not overstating to say that the opportunities this position offers are unique. For the candidate who is assertive, driven and ambitious, this is an extremely rewarding position.





# Interested?

Prosus works with Top of Minds to fill this vacancy.  
Contact Roland Vetten for more information.

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