


JOB PROFILE

Business Development Manager

For whom?

- Minimum of 8 years' experience
- Master's degree
- Proven track record in strategy consultancy and/or M&A
- Strong analytical and conceptual skills
- Curiosity to understand consumers and cultural differences
- Proactive mentality
- International background
- Fluency in English

 Amsterdam  8 years of work experience



Recharge.com is a fully digital, hyper-growth scale-up of Dutch origin. What started as an idea to digitize assets in 2003 grew into a worldwide fintech scale-up with a turnover of 300 million. Following a recent capital injection of €22 million by tech investor Prime Ventures, they are now building a Business Development team to expand and future-proof their global footprint.



About Recharge.com

Whether you're after a prepaid credit card, crypto currencies, new credits for your mobile phone while you're abroad or online credit for A-brands such as iTunes, Netflix, Spotify, iTunes, Playstation or Amazon – Recharge.com is the international one-stop-shop for all digital value products. Globally, they are the first global platform in the industry, giving them the first-mover advantage. Their partners are international A-brands in a wide range of categories, including app stores, gaming platforms, online shops, prepaid credit card providers, and mobile top-ups.

In recent years, the scale-up expanded quickly in terms of products, channels, and markets. As a result of the global COVID measures, no one can ignore the relevance of the proposition and the company's growth is accelerating even further. They currently operate in over 150 markets around the world and processing millions of online transactions. The recent capital injection of €22 million by tech investor Prime Ventures enables the company to accelerate its global growth even more. That's where the brand new Business Development team (4 FTE) comes into play.

Business Development Manager

The mission of the team is to develop a futureproof outward-looking strategy and consequently a continuous pipeline of strategic business development initiatives to deliver the next €300 million in revenue. The team will report directly to the CCO, Wibo Roest.

As it's a brand new team, Recharge will be hiring three new Business Development Managers. Their focus will be on accelerating growth starting with the EMEA region, the Financial Services category, and Global Partnerships. Each Business Development Manager will take the lead in a cluster of projects. Projects may include (but aren't limited to) go/no-recommendations and market-entry strategy development; testing existing projects in new markets; developing market-specific initiatives for new markets; investigating the global market of digital value and defining growth opportunities, products and consumer trends; researching the relevant legislative frameworks; creating an overview of all local and global partners and competitors to identify areas of improvement and growth; building a pipeline of growth initiatives including M&A, and supporting the next round of funding. As the business continues to grow, the focus of the team and of each role will shift. ▶

This is an ideal landing spot for strategy consultants ready to exit consulting or candidates with an M&A background. The role of Business Development Manager at Recharge.com has many similarities with consulting and M&A, including the project-based way of working, close cooperation with highly analytical peers, extremely high pace, exposure to the most senior levels of management, and the opportunity to pioneer and innovate. But there's also a major difference: the implementation phase. Business Development Managers will be able to hone their operational and influencer skills, which will ultimately prepare them for a line management position. ■

Interested?

Recharge.com works with Top of Minds to fill this vacancy. Contact Imke Peters at imke.peters@topofminds.com for more information.



“The team consists of over 120 international, go-getting Rechargers. What unites us is our mission to help everyone worldwide to buy, send or exchange digital value as simply and safely as possible – anytime, anywhere.”

Günther Vogelpeel, CEO