



VACANCY

Head of Expansion

REQUIREMENTS

- 4+ years in management consulting or a start-up or scale up environment
- Pragmatic
- Hands-on
- Teamplayer
- Fluent in Dutch and English

 Amsterdam  Minimum of 4 years' experience



Flink stands for a total revolution in how we do groceries. The Berlin-founded delivery start-up delivers groceries from its own network of fulfilment centres to customers in less than 10 minutes. The Head of Expansion defines a winning expansion strategy ensuring business growth in the Netherlands and manages launch activities throughout the country.



Flink

Those Sunday mornings in bed where you are craving an omelette and fresh juice, which unfortunately both are nowhere to be found in the fridge. Instead of the 'hassle' of having to go to the nearby (or not so nearby) supermarket, you simply open your Flink app and order eggs and orange juice – for supermarket prices, including a small delivery fee. Even before the commercial break is over the doorbell rings: your delivery has arrived!

This scenario would have been completely unthinkable a few years ago. Amongst other things, technology and the COVID-19 pandemic led to a spike in the emergence of the on-demand grocery delivery industry. Multiple startups rose to the challenge and started operating their delivery services. One of them is Flink, founded in December 2020 by three German entrepreneurs. These past few months the Berlin-based start-up has launched more than 50 delivery hubs in 18 cities, reaching more than three million customers directly. The company recently raised \$240 million Series A financing and is thereby on track to become the fastest Unicorn in Europe. Funds are used to fuel roll-out efforts throughout the Benelux region, Germany and France. An extraordinary achievement considering the company only launched six months ago.

Quick, quicker, quickest

Flink means 'quick' in German. That moniker doesn't only apply to the ten-minute time slot the company claims to deliver upon, but also to the impressive pace in which the start-up is rolling out new fulfillment hubs: a new one is opening up every two days. From these hubs, Flink delivers a selection of >2,000 high-quality products to consumer's homes as soon - 'flink' - and as sustainable as possible: on electric bikes and using packaging that can be recycled.

At present, Flink launched eight hubs in the Netherlands: in Amsterdam, Tilburg, The Hague, Haarlem, Utrecht and in Delft - and counting. Working from the office in Amsterdam, the Head of Expansion will join a young and driven team and facilitate the ambitious growth plans Flink has set out to realize.



Head of Expansion

By defining and implementing an effective expansion strategy and processes for the Netherlands, the Head of Expansion plays a key role in helping Flink to further revolutionize and redefine the way we buy groceries. Working closely with the (international) management team, the Head of Expansion coordinates the scouting and opening of new regional hubs across the Netherlands. The goal is highly ambitious: activating another 50+ hubs before the end of this year. The Head of Expansion hasn't just got their heart set on the Netherlands, Belgium is next!

The Head of Expansion owns go-live timelines and coordinates efforts across teams to ensure great customer experiences from day one. The Head of Expansion reports directly to Robin Kiesler, Managing Director Benelux. As the business grows, the Head of Expansion builds and scales a strong, high-performing team of currently 4 direct reports, which they inspire and coach in an uplifting manner.

The role is a hugely exciting opportunity for an ambitious teamplayer who is eager to join one of the fastest growing, best funded European startups. Flink's company culture can best be described as international, dynamic, transparent and with flat hierarchies. ■

Interested? Flink works with Top of Minds to fill this vacancy. Contact Vivian Linker at vivian.linker@topofminds.com to express your interest.

