



VACANCY

Managing Director

Requirements

- Over 10 years of experience
- In B2B sales
- And in general management
- Within the technology or service industry
- Commercially driven

 **Rotterdam**  **Minimum of 10 years experience**



Company Webcast makes hosting truly professional webinars and webcasts possible for over seven hundred mid-size and large companies across Europe. Clients include organizations like Heineken, Signify, and Rabobank. The company aims to become the largest international network for studio webcasts and one of the largest European webinar providers, under the leadership of its new Managing Director.





ABOUT THE COMPANY

Company Webcast

Company Webcast specializes in top-quality webinars and webcasts. With more than ten thousand live webinars and webcasts per year, they are a supplier to most publicly traded organizations in Europe. They've been specialized in webcasts for more than fifteen years and were experts before webcasts became mainstream.

Company Webcast offers a wide range of solutions for their clients. Clients can record webcasts themselves in professional live studios in Amsterdam, Rotterdam, The Hague, Brussels, Paris, and London. Soon, the company will open studios in Sweden, Germany, and France, too. Clients can also record and broadcast webcasts in-house with the support of a project manager or use a remote solution to produce completely virtual events.

Company Webcast is owned by Euronext Corporate Services, a subsidiary of the pan-European stock exchange Euronext. The subsidiary helps over four thousand clients in 25 countries to improve their investor relations, communications, governance, and compliance. Company Webcast is a European market leader in webcasts related to investor and financial communication, and their ambitious goal is to now become the largest international network for all webcasts.



During the pandemic, the company experienced major growth when businesses switched to digital communication formats and developed a need for intensified communication due to changing market and organizational dynamics. Today, Company Webcast's challenge is to maintain this momentum and ensure their clients continue to appreciate the value of webinars and webcasts.





VACANCY

Managing Director

The Managing Director will be responsible for Company Webcast's P&L and the team's performance. They will continue to build on Company Webcast's success in existing markets as well as manage its international expansion.

This may include opening new studios and building local commercial teams – while staying ahead of the competition. The Managing Director will expand and develop the product portfolio in a relevant and distinctive way and continue to improve the platform. To align with clients' needs and market trends, this role will be responsible for interactivity, added features, and connection with in-house systems. In the broader perspective, they will integrate and align with the Euronext organization.

The Managing Director will manage the commercial sales, marketing and product teams that total fifty people and counting. These teams are led by several direct reports who form the management team. This role will also manage a smooth integration with Euronext for the finance, HR, and legal teams. Tech and operations are divided across central Euronext teams and the Company Webcast organization.



Recruitment also plays an important part of this role’s responsibility as the majority of the international team is based in The Netherlands. The Managing Director will be a member of Company Webcast’s executive board, along with the two founders and CTO, and participate in Euronext Corporate Services’ management team.

From a content perspective, the Managing Director will develop Company Webcast’s product vision. This will be based on industry developments and the team’s own innovative ideas. From a leadership perspective, this role will ensure that back-office tasks and processes are handled correctly with external advisors and central Euronext functions.

This role is an excellent opportunity for someone with an international background in digital media, communications, investor relations, strategy or management consulting, or another service-heavy environment. They should have successfully developed or expanded a business internationally or started one from scratch. This leadership role will be part of the wider Euronext Corporate Services environment and enjoys regular exposure to the upper management team. ■



Interested? Company Webcast has appointed Top of Minds to fill this vacancy. To express your interest, please contact Stephanie Stuit at stephanie.stuit@topofminds.com.



“The strong product-market fit and robust organization are an excellent starting point for international growth. This is a great opportunity if you seek entrepreneurial adventure, while heavily expanding your skillset and expertise.”

Pierre-Edouard Borderie, Head of Euronext Corporate Services