



VACANCY

# Global Corporate Development Associate

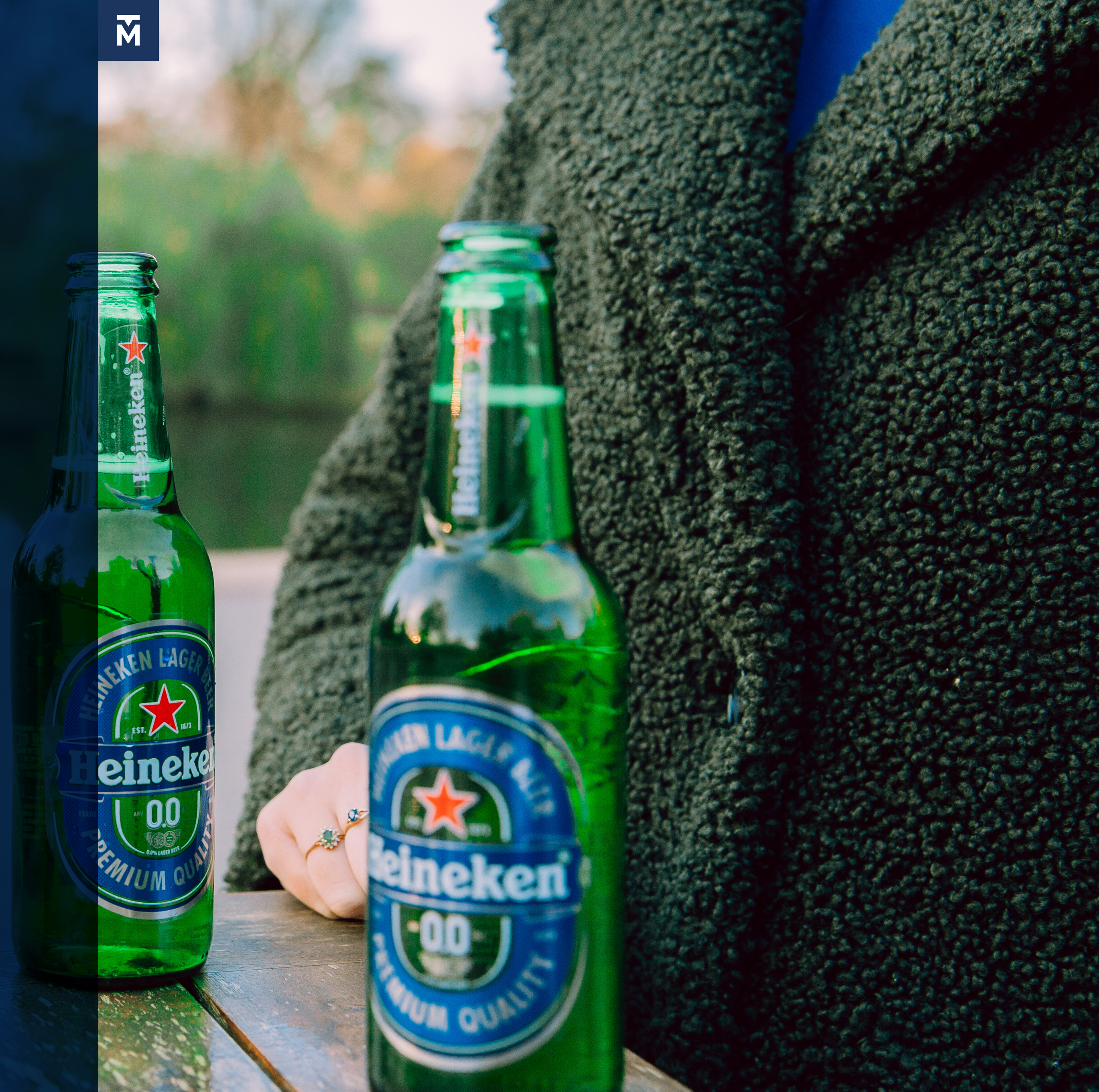
## Requirements

- Master's degree in finance related (e.g., economics or business administration) or technical field
- Over three years of working experience
- At top quality (investment) bank, advisory, or PE firm
- Experience executing M&A transactions
- Analytical
- Willingness to travel

Amsterdam Minimum of 3 years experience



Strategic acquisitions are vital to Heineken's success as shown by 25 million Heineken beers that are served annually in 192 countries. The Global Corporate Development Associate will execute M&A deals, work across a wide range of countries and with different counterparts. This position is an excellent stepping-stone with the potential for exciting career growth opportunities.





## ABOUT THE COMPANY

# Heineken

From the Americas to Asia-Pacific and from the Middle East to Europe, no matter where you go, you will find Heineken's iconic green bottle of beer with its red star and smiling 'e'. The company is active in more global markets than any of its competitors and has a portfolio of premium international brands, including Amstel, Sol, Tiger, Birra Moretti, Edelweiss, and Lagunitas. The company is a proud partner of major events and franchises such as the UEFA Champions League, Formula 1 and James Bond.

As an industry leader and family-controlled company, Heineken remains committed to long-term sustainable growth. They also take responsibility to help protect our planet. By safeguarding water resources, reducing CO2 emissions, sourcing sustainably and advocating responsible consumption, Heineken is brewing a better world.

**'Enjoy Heineken Responsibly' is our commitment to promote the moderate and responsible enjoyment of beer as part of a healthy lifestyle. We have pledged to spend at least ten percent of our marketing budget on campaigns promoting responsible beer consumption.'**

Dolf van den Brink, CEO of Heineken





What started over 150 years ago with a single brewery in Amsterdam is now an international powerhouse with more than 84,000 employees and 26.5 billion euros in revenue. Part of Heineken's success is a strong M&A track record. In recent years, Heineken has completed dozens of transactions, including transformational acquisitions like Distell in South Africa, new market entries in Ecuador and Peru, craft beer investments across Europe, and large-scale investments and strategic partnerships such as with China Resources Beer.





VACANCY

## Global Corporate Development Associate

**The Global Corporate Development (GCD) Associate will become part of Heineken's GCD department, consisting of about nine strategy and M&A professionals. This department reports to the Executive Board and has two responsibilities. First, they are the global center of excellence for M&As, including all acquisitions, joint ventures, divestments and financial restructurings. Second, the GCD department supports Heineken's global strategy creation. The GCD Associate will primarily focus on the department's M&A activities.**

The GCD Associate will execute parts of selected acquisitions, divestments, joint ventures and investment projects. The core of their involvement will be developing insightful financial and operational analyses. The GCD Associate will also maintain part of the department's internal and external network, e.g., with investment banks, advisors and acquisition targets.

This role will also contribute to developing a center of excellence for all M&A projects and partnerships. They will put in place processes and methodologies that safeguard the quality and effectiveness of all corporate development initiatives at Heineken. Additionally, the GCD Associate will actively design the corporate development strategy for Heineken Group, with close collaboration with their colleagues whose focus is on strategy.



The GCD Associate will become part of one of the most active M&A companies around. They will negotiate deals with a broad range of counterparts – from large corporations to smaller craft breweries and family owners – and experience many places and cultures. Last but not least, the GCD Associate will join an organization with fun colleagues, exciting perks and events and a pioneering role in social responsibility. ■



**Interested?** Heineken has appointed Top of Minds to fill this vacancy. To express your interest, please contact Vivian Linker at [vivian.linker@topofminds.com](mailto:vivian.linker@topofminds.com).



**The GCD Associate will have the opportunity to work on deal execution from the get-go. They will work closely with leaders of our country organizations, senior HQ staff functions and external advisors. This asks for a solid and mature style of communication.**

**Friso Hornstra, Director of Global Corporate Development of Heineken**