



VACANCY

Energy Business Manager

Requirements

- More than 10 years of work experience
- Consulting skills
- Technical background
- Good organizational skills
- Penchant for commerce and finance

📍 Terborg 📁 Minimum of 10 years' experience



The Energy Business Manager at Royal Kaak—the one-stop-shop for the world’s largest industrial bakeries—will shoulder responsibility for creating a new proposition: helping customers make production lines more sustainable. They will have plenty of freedom to take initiative and the chance to make an impact in an organization with fantastic growth opportunities.





ABOUT THE COMPANY

Royal Kaak

Royal Kaak has been supplying automated bakery production lines to major industrial bread and pizza bakers around the world for 175 years. This machine builder is the only company that can set up integrated, turnkey production lines, with everything from mixing, rising, and transportation to baking, cooling, and freezing. Royal Kaak's machines are top quality and leading edge in terms of technology, service life, and ease of maintenance. Their solutions help customers bake the best bread, rolls, baguettes, and pizzas on a large scale.

Royal Kaak serves the world's largest food producers from its headquarters in Terborg, with five production locations in Europe, and sales offices on every continent. Customers include major players like Nestlé, Dr. Oetker, and Barilla. The approximately 850 employees at the family business are proud that their expertise, experience, technology, and close partnerships provide millions of people with delicious bread.

"We're committed to sustainable, socially responsible business. We're always asking ourselves this question: can we do things differently? It's in our company's DNA."

Lodewijk van der Borg, CEO



Royal Kaak is purposefully strengthening its organization to continue building on its success. So this machine manufacturer is preparing for more growth, both organically and through acquisitions. It is why they are looking into new business models like expanded service and maintenance offerings and propositions around supporting customers as they upgrade, optimize, and make existing systems more sustainable. With these ambitions in mind, the company is heading into an entrepreneurial phase.



Energy Business Manager

Sustainability is one of the key themes of our time. And that means energy usage on production lines is becoming a more common topic of discussion for Royal Kaak and its customers. The Energy Business Manager will translate market demand into a new proposition that they will establish and lead from start to finish. The Energy Business Manager will report to the CEO and will have the freedom to create their own hybrid work schedule.

This Energy Business Manager will start with a business case: what is the market potential, what kind of cost savings can Royal Kaak create for customers, and what is the potential for the company itself? Then it is up to the Energy Business Manager to draw up a roadmap and implement it. Organizational structure will be a key element here. They will create a structure where Royal Kaak can effectively deploy its existing products and expertise as part of these new services. Throughout this process, the Energy Business Manager works closely with teams like Sales, R&D, and Production. They should also look for opportunities to strengthen the new proposition with targeted acquisitions.

The scope of the Energy Business Manager role goes beyond just production lines. After all, a complete sustainability plan could easily include things like the way the power supply is structured and the constructional prerequisites. Because these are custom solutions, a good understanding of each client’s specific situation is required. That means the Energy Business Manager will make regular site visits to discuss customers’ needs and link them to the right experts. The Energy Business Manager is an entrepreneurial position with plenty of freedom and the chance to make a real impact—not only within Royal Kaak and for its customers but also on the sustainability of an entire industry. ■



Interested? Royal Kaak has appointed Top of Minds to fill this vacancy. To express your interest, please contact Vivian Linker at vivian.linker@topofminds.com.



“We’re a pragmatic company. So we’re not really looking for longwinded presentations full of frameworks. A Business Manager Energy who knows how to simplify complex concepts, engage people, and make quick decisions would be an excellent fit here.”

Koos Frowein, CFO