



VACANCY

Strategy and Corporate Development Associate

Requirements

- Over 3 years of experience
- In strategy consulting
- Or in investment banking
- Eager to learn about M&A
- Structured project management
- Linking pin in cross-functional team setup

 **Maarsse**  **Minimum of 3 years experience**



Eurofiber is a leading digital infrastructure provider in the Netherlands, Belgium and France. The new Strategy and Corporate Development Associate joins the company from a consulting or investment banking background and will play a vital role in strategic and M&A projects, to ensure Eurofiber's organic and inorganic growth with an international scope.



Eurofiber

Since its founding in 2000, Eurofiber's mission has been to create an open access infrastructure. They focus on the B2B market and aim to allow everyone the freedom to choose their connectivity and cloud services and providers as their needs evolve. The Eurofiber Group was founded on these principles and this model has proven to be a driving force behind growth and innovation until this day.

Eurofiber provides the lifeline for the digital society, through the company's fiber-optic connections that many organizations use as a foundation to build their own IT solutions. Eurofiber has connected entire cities to a fiber-optic infrastructure, not to mention electrical substations, bridges and locks, cameras and traffic monitoring systems. Its customers can manage these assets digitally and remotely.

The Eurofiber Group consists of a number of companies in the Netherlands, Belgium and France (and several Joint Ventures in Germany). In October 2020, Dutch pension fund PGGM became minority shareholder. The majority share is owned by Private Equite firm Antin Infrastructure Partners since 2015.

With its 500 employees and 22 years of history, Eurofiber still feels like a young and entrepreneurial organization. There is plenty of room for ambitious professionals to identify and drive new initiatives. This is especially true for the Strategy and Corporate Development team, where the Strategy and Corporate Development Associate will join.



VACANCY

Strategy and Corporate Development Associate

The Strategy and Corporate Development Associate joins an international team that is crucial for Eurofiber's growth. The Strategy and Corporate Development department develops, facilitates and executes projects in the realm of corporate strategy and transformation, M&A, strategic partnerships, and post-merger integration for Eurofiber. The department maintains a collaborative approach with cross-functional teams across the organization, aligning group functions and BUs. Many of the department's projects are focused on targeted investments and strategic alliances or joint ventures. The Strategy and Corporate Development department reports directly to the Group CEO and advises and supports the management board of Eurofiber Holding and its shareholders in decision-making at a strategic level.

The Strategy and Corporate Development Associate will play a key role in one or more of the several M&A trajectories that are ongoing at any given moment. They take ownership in strategic growth or transformation projects, such as a go-to-market and investment rationale for delivering high-speed connectivity to data centers.

"This is a highly dynamic role. At any given point in time, we have 5+ potential M&A deals in the works -which, besides a proper valuation, require an in-depth strategy perspective and assessment. We look into new markets to capitalize on



our growth opportunities. So, while we are managing several M&A trajectories at once, we may simultaneously receive new competitive insights on one of our growth pillars, that require us to revisit our recommendation for an upcoming decision in the board. The Associate will play a key role in leading such projects according to high standards.” – Martijn Nuijten, Director Strategy & Transformation at Eurofiber

This role is an interesting exit opportunity for a strategy consultant with a few years’ experience, who is looking to leave consulting and gain business experience, while continuing to work in a dynamic environment. A steep learning curve can be expected from managing several projects at once and taking on a leading role in the M&A process. The Strategy and Corporate Development Associate possesses core strategy consulting skills around storylining, setting up and performing analyses, managing stakeholders and presenting recommendations to senior leadership. They will join an international team of 13 colleagues, including senior M&A Managers as well as analysts who may support them on projects. The Strategy and Corporate Development Associate will report to the Director Strategy & Transformation. ■

Interested? Eurofiber has appointed Top of Minds to fill this vacancy. To express your interest, please contact Sophie Jansen at sophie.jansen@topofminds.com.

