



VACANCY

Strategy Lead

Requirements

- 5+ years experience (excluding MBA/leaves) in strategy development, preferably in energy sector
- Experience leading a team
- Ability to work in a dynamic and fast-changing environment

Schiedam **Minimum of 5 years experience**



A fast-growing cleantech scale-up, Battolyser Systems manufactures and commercializes an installation that stores electricity and efficiently produces green hydrogen. The Strategy Lead develops and realizes the fast growth strategy. This is an excellent opportunity for an experienced strategy consultant with a passion for the energy transition to support the commercial scaling of a technology that will help society realize net zero faster and cheaper.



Battolyser Systems

Battolyser Systems was founded in 2018 after the invention of the world's first integrated battery and electrolyser system: the battolyser. It can store and supply surplus wind/solar energy as a battery, and when fully charged it automatically starts splitting water into hydrogen and oxygen as an electrolyser. Battolyser Systems is an original equipment manufacturer that develops and produces the Battolysers. 18 months ago, the first employee was hired and since then, the organization has built a pilot Battolyser unit, secured its first commercial sales contract from a large energy company, raised fresh funding, and has grown the team to 50 talented people from across the globe. Battolyser System and the Port of Rotterdam have just announced a partnership to realize the first gigawatt Battolyser factory in the Netherlands. This factory enables Battolyser Systems to produce market leading products, and serves as a stepping stone for further manufacturing expansions.

Battolyser Systems sells their products to large, international energy companies and industrials. Today, the organization is already very international with about half of the company's team being non-Dutch. The culture is one of work-hard/play-hard and driven by the shared mission to enable 'Always Clean Energy' for the world. The Strategy & Growth team is top-notch, including experienced strategy consultants, data scientists, a start-up funding specialist and a product strategist.



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Strategy Lead

The Strategy Lead is responsible for crafting and delivering the strategy of Battolyser Systems. The company has an ambitious growth plan and is scaling fast. In the next five years they expect to grow revenues to €1B, scale the organization >10x and help society abate >10 million tons of CO2. This means new challenges and opportunity arise at a high speed and the role covers an evolving range of topics. To illustrate, the Strategy Lead tackles strategic choices, prepares investor communications, builds a market-entry strategy for new countries, provides strategic foresights based on business intelligence, and supports the realization of the first gigafactory.

Some concrete deliverables in the first year of the Strategy Lead position will be the company's international expansion plan for both sales and manufacturing, and prepare an investment memorandum for the next €60M round of fund raising.



The Strategy Lead is part of the Strategy & Growth team. Initially the Strategy Lead will manage projects independently and work with and coach more junior members of the team. Subsequently, dependent on personal background and interests of the Strategy Lead, a next professional step can be towards a leadership position within the strategy team, fund raising, or in new business and product development. Based on the exponential growth in the last 12 months, the Strategy Lead will encounter plenty of opportunities to build a team (if desired).

This is an excellent opportunity for an experienced strategy consultant with a passion for the energy transition to support the commercial scaling of a technology that could drive our future net zero economy.



Interested? Battolyser Systems has appointed Top of Minds to fill this vacancy. To express your interest, please contact Martine Francken at martine.francken@topofminds.com.



The work of the strategy Lead is ultimately a combination of crazy difficult strategic puzzles, and changes the course of daily actions.

Sam de Haas, Head of Strategy & Growth