



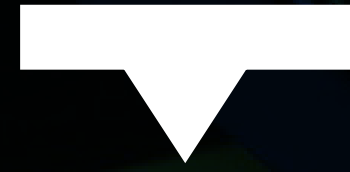
VACANCY

# Head of Business Development

## Requirements

- Over 10 years of work experience
- Background in Strategy
- Analytics and financial modeling
- Collaboration
- Leadership

📍 Utrecht 📁 Minimum of 10 years experience



**Rheem – a global manufacturer of heating, cooling, and water heating solutions – is building a strong European presence through acquisitions (e.g., Intergas and DEJONG) and organic growth. The Head of Business Development will join the European team to lead strategic initiatives that will accelerate the company's expansion.**

## Rheem Europe

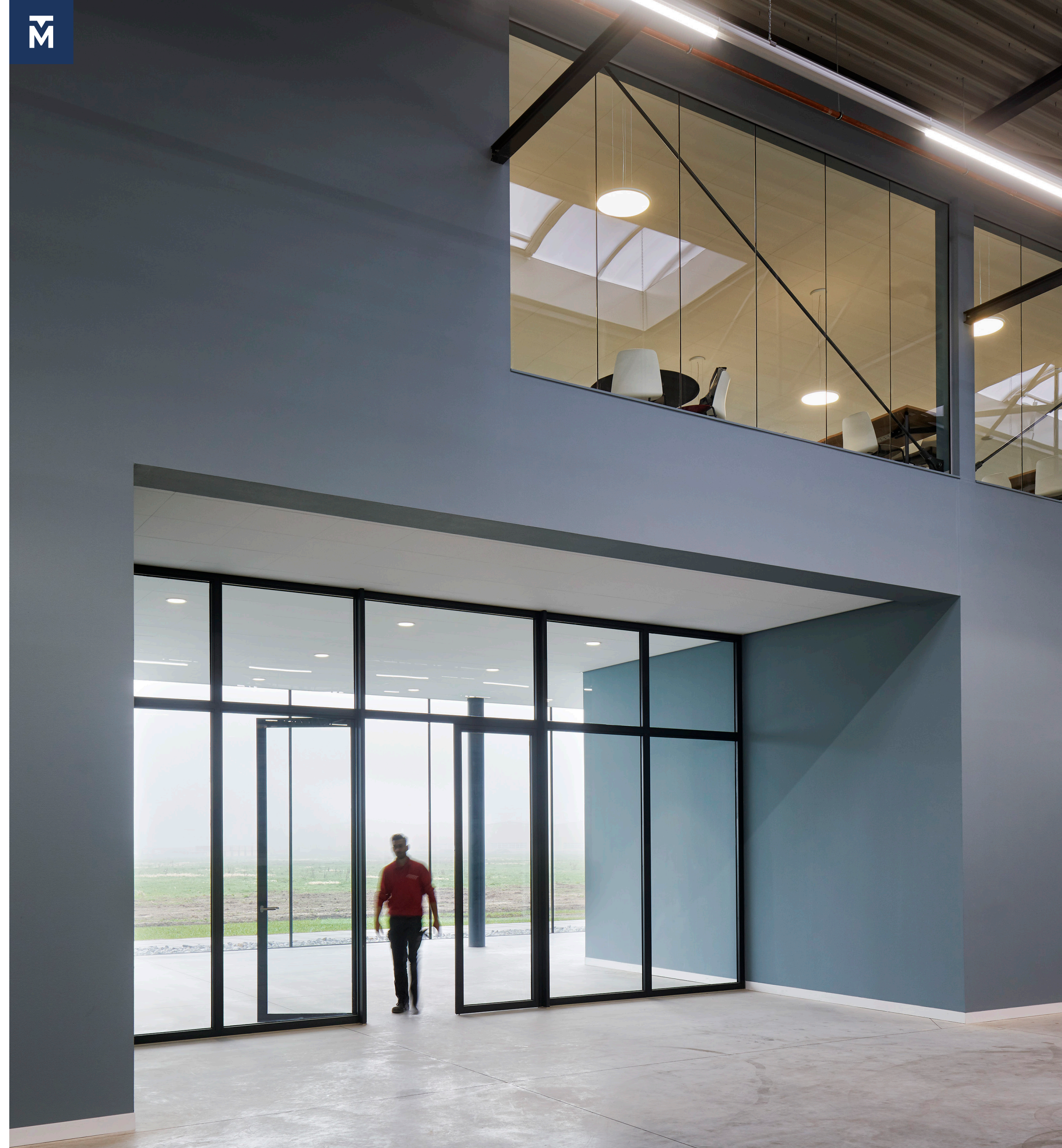
Rheem is dedicated to bringing comfort to people's lives. The company was founded in 1925 and is a global player in cooling, heating and water heating equipment. Its long list of industry firsts illustrates its status as the innovation leader in its segment. Rheem continuously develops new ways to deliver just the right temperature while saving energy and water. The company is improving its products and processes to dramatically cut its impact on the environment and empower its customers and employees to live and work sustainably.

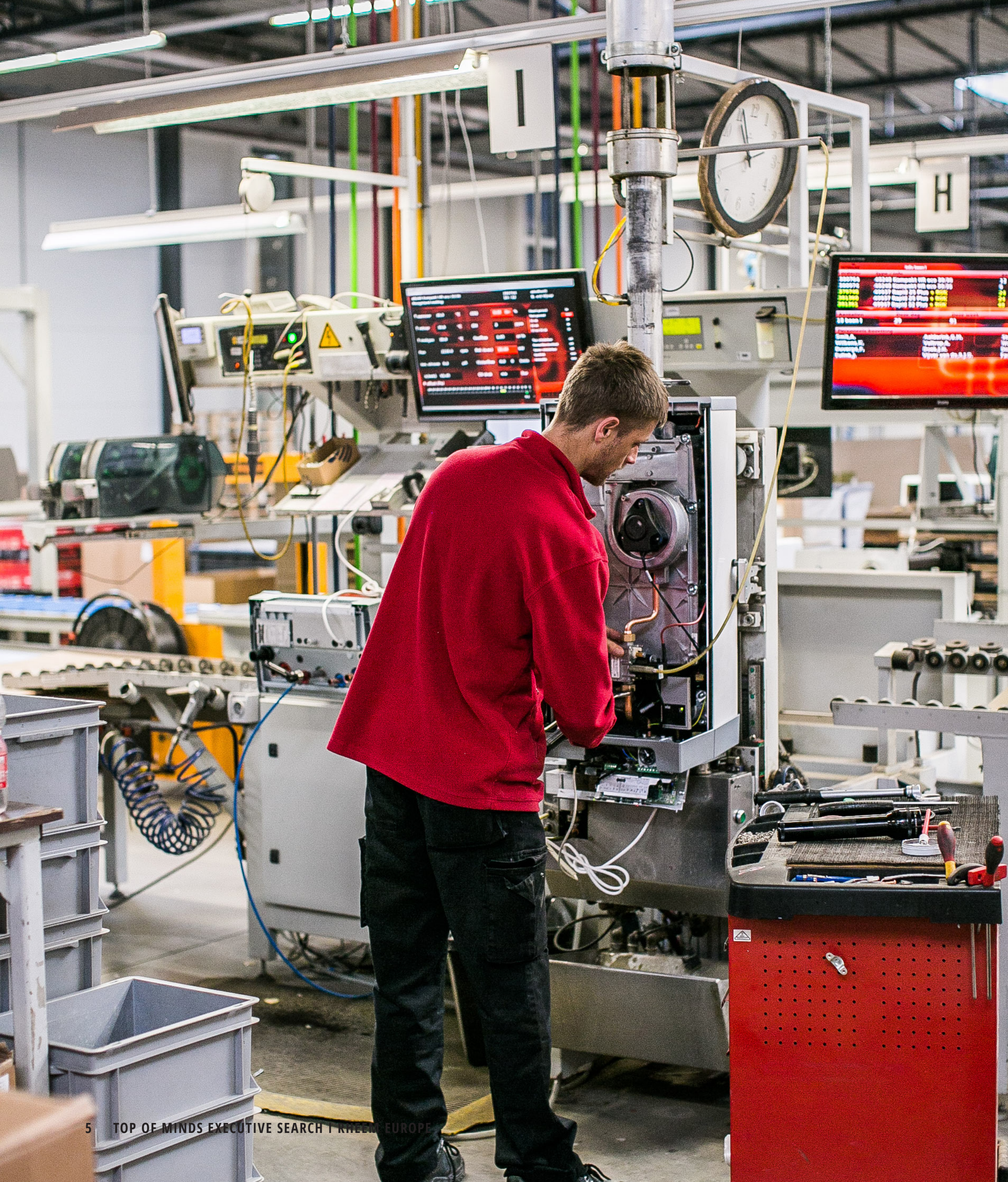
The product offerings of Rheem include solutions for heating and cooling (e.g., furnaces, air conditioning, and heat pumps), water heating, pool and spa heaters, and home enhancement systems (e.g., smart thermostats). The company sells its products in over fifty countries, impacting the lives of millions of people every day.

**'We are dedicated to an aggressive decarbonization strategy. We strive to reduce the greenhouse gas footprint of our manufacturing operations by fifty percent and to launch a product line with fifty percent lower emissions by 2025.'**

Chee Wee Gan, Senior Vice President of Strategy and Sustainability of Rheem

As part of its European growth strategy, Rheem acquired Intergas in 2019 and DEJONG in 2022. Intergas is a leading player in the Netherlands for (hybrid) heating solutions, and DEJONG is a leading producer of high-quality hot water tanks. Rheem is rapidly building its presence in Europe and capitalizing on the enormous opportunities brought about by the continent's frontrunner position in combating climate change. With its product portfolio centered around sustainability, the company expects strong growth and is a proud contributor to the acceleration of the energy transition in Europe.





VACANCY

# Head of Business Development

**Head of Business Development is a new position within Rheem Europe. They will be a vital member of the European organization and work on high-profile projects designed to address the strategic questions the company is facing in that geography. The Head of Business Development will lead cross-functional project teams and coordinate work streams consisting of Division and Business Unit personnel. They will report to the Managing Director of Rheem Europe and work intensively with the Senior Vice President of Strategy & Sustainability and other colleagues in Rheem's global organization.**

The Head of Business Development will lead and support internal strategic initiatives by solving complex business problems and conducting quantitative and qualitative analyses. They will identify, e.g., market drivers, industry trends, competitive threats, expansion opportunities, and ideas for new product development. The Head of Business Development will translate their insights into executive and board-level presentations to advise Rheem Europe's senior leadership and inform business decisions.



Teamwork is a critical part of the role. The Head of Business Development will work closely with the Managing Directors of the different European Business Units and the Global Strategy Team. One of their main challenges will be to work effectively with people from across the organization, securing commitment for cross-company efforts and driving progress on strategic initiatives without the official mandate of direct reporting lines.

The position asks for an experienced strategy professional with the analytical, communicative, and interpersonal skills to collaborate with a wide range of counterparts, bring an unbiased fact-based perspective to problem-solving, and deliver on Rheem's growth strategy for Europe. The role is an excellent opportunity to get to know Rheem's European business and build a global network, an ideal stepping-stone toward line management responsibilities and to have an impact on the energy transition in Europe. ■



**Interested?** Rheem Europe has appointed Top of Minds to fill this vacancy. To express your interest, please contact Annelijn Nijhuis at [Annelijn.Nijhuis@topofminds.com](mailto:Annelijn.Nijhuis@topofminds.com).



**The Head of Business Development is a driving force behind our European expansion ambitions. They will join a highly energetic team of passionate and ambitious people who strive for long-term success for the company and are motivated to contribute to sustainability.**

Arno La Haye, Managing Director of Rheem Europe