

VACANCY

# Senior Manager of Strategic Business Development

## Requirements

- Over 10 years of experience
- In corporate strategy and / or strategy consulting
- Within semiconductor industry
- Excellent communication and influencing skills

📍 Veldhoven





**ASML is a leading global supplier of advanced technology systems to the semiconductor industry. The Senior Manager of Strategic Business Development combines stellar strategic skills with a commercial and technical background, driving growth from a central and influential department within the organization.**





## ASML

**ASML's hardware, software, and services enable leading semiconductor companies worldwide to increase the value while reducing the cost of silicon chips. The high-tech company, boasting 40 thousand employees, makes machines that electronics manufacturers use to produce chips. As society adapts to immersive computing, everybody and everything will be connected and the lines between the physical and digital worlds will blur even more. Advancements such as 5G connectivity, AI, autonomous cars, and artificial neural networks rely heavily on ASML's solutions.**

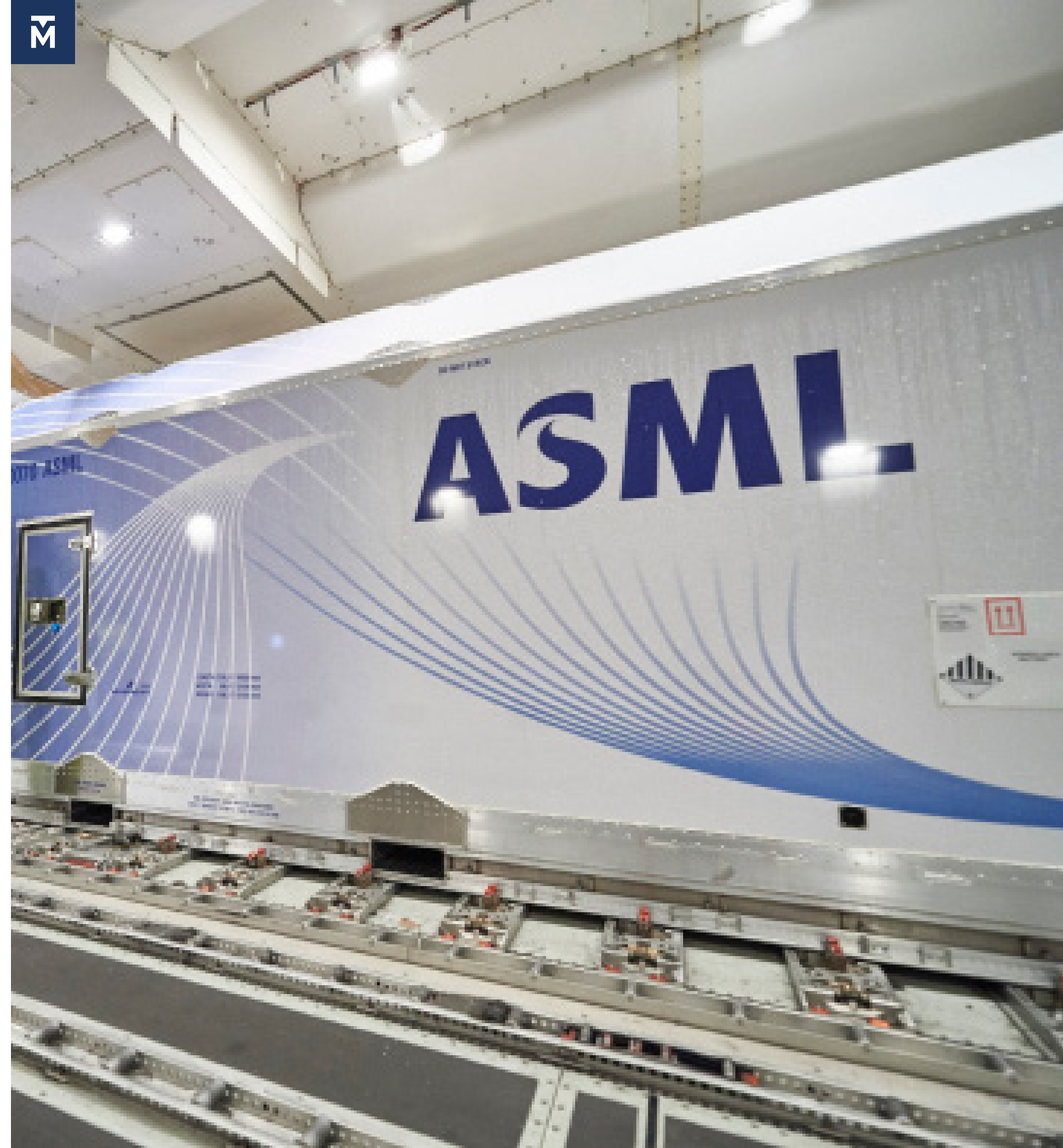
Of course, ASML's technology not only enables daily life in this way. Chips made by ASML's machines are also used to solve some of society's toughest challenges, ranging from advanced medical applications to renewable energy generation and usage. ASML's mission is to unlock the potential of people and society, by pushing technology to new limits. ASML's latest innovation is Extreme Ultraviolet (EUV) Lithography Technology, which no other player in the world is capable of. It allows ASML to do big things on a tiny scale.

**"2022 was another strong year for us, ending with total net sales of €21.2 billion, a gross margin of more than fifty percent, and a record backlog of €40.4 billion."** – Peter Wennink, CEO





ASML's Strategy & Presidents Office advises, aligns, and facilitates the company's Presidents, Board of Management, and Executive Committee. The goal is to define and execute ASML's expansion strategy, by providing strategic insights and identifying opportunities for value creation. The Senior Manager of Strategic Business Development joins this team, working on a daily basis to shape ASML's future.





# Senior Manager of Strategic Business Development

**The Senior Manager reports to the Head of Strategic Business Development, Wouter Leten. In the team of five FTE, they get ownership of one strategic domain linked to several initiatives within adjacent or new markets. Together with analysts from the team, the Senior Manager:**

- Explores, identifies, and capitalizes on specific growth opportunities;
- Builds strategic expansion rationales in a complex technical field;
- Develops and synthesizes insights on market evolution;
- Creates and presents business cases to the Executive Committee.

Organic as well as inorganic growth is in scope. The Senior Manager combines strong strategic skills with commercial savvy and a solid ability to understand advanced semiconductor technology. The team does not execute technology work itself, but collaborates frequently and at a high level with stakeholders in a dynamic, creative environment. These stakeholders include the R&D, Business Line Management, Corporate Strategy, and Corporate Marketing teams, and they approach discussions from an engineering as well as a business perspective. The Senior Manager has the flexibility, intelligence, and background to credibly join in and contribute to these conversations with a unique point of view.



This is a highly exciting new challenge for a technology-oriented strategy consultant, or a semiconductor expert with corporate strategy experience. The specific skillset required includes effective synthesis, communication, and story lining skills; strong financial literacy; the ability to work with different parts of the organization; and the ability to dive deep into technical details while maintaining overview.

The Senior Manager of Strategic Business Development gets the opportunity to make an impact in one of the world's leading innovative companies. Opportunities for continued personal and professional growth abound at ASML, especially in this role, where senior exposure is a given.■

**Interested?** ASML is working with Top of Minds to fill this vacancy. please contact Ana Moya Morales at [ana.moyamoraes@topofminds.com](mailto:ana.moyamoraes@topofminds.com).



**“Our team has recently mapped and filtered hundreds of opportunities, selecting a handful of winning projects related to future semiconductor scaling engines that we put on our roadmap. From here, we will roll out the selected initiatives and help the organization stay focused on these; and repeat this strategic exercise systematically and periodically to ensure our strategy stays up to date.” and help the organization stay focused on these; and repeat this strategic exercise systematically and periodically to ensure our strategy stays up to date.”**

**- Wouter Leten (ex-McKinsey),  
Head of Strategic Business Development**