



VACANCY

Commercial Strategy Manager

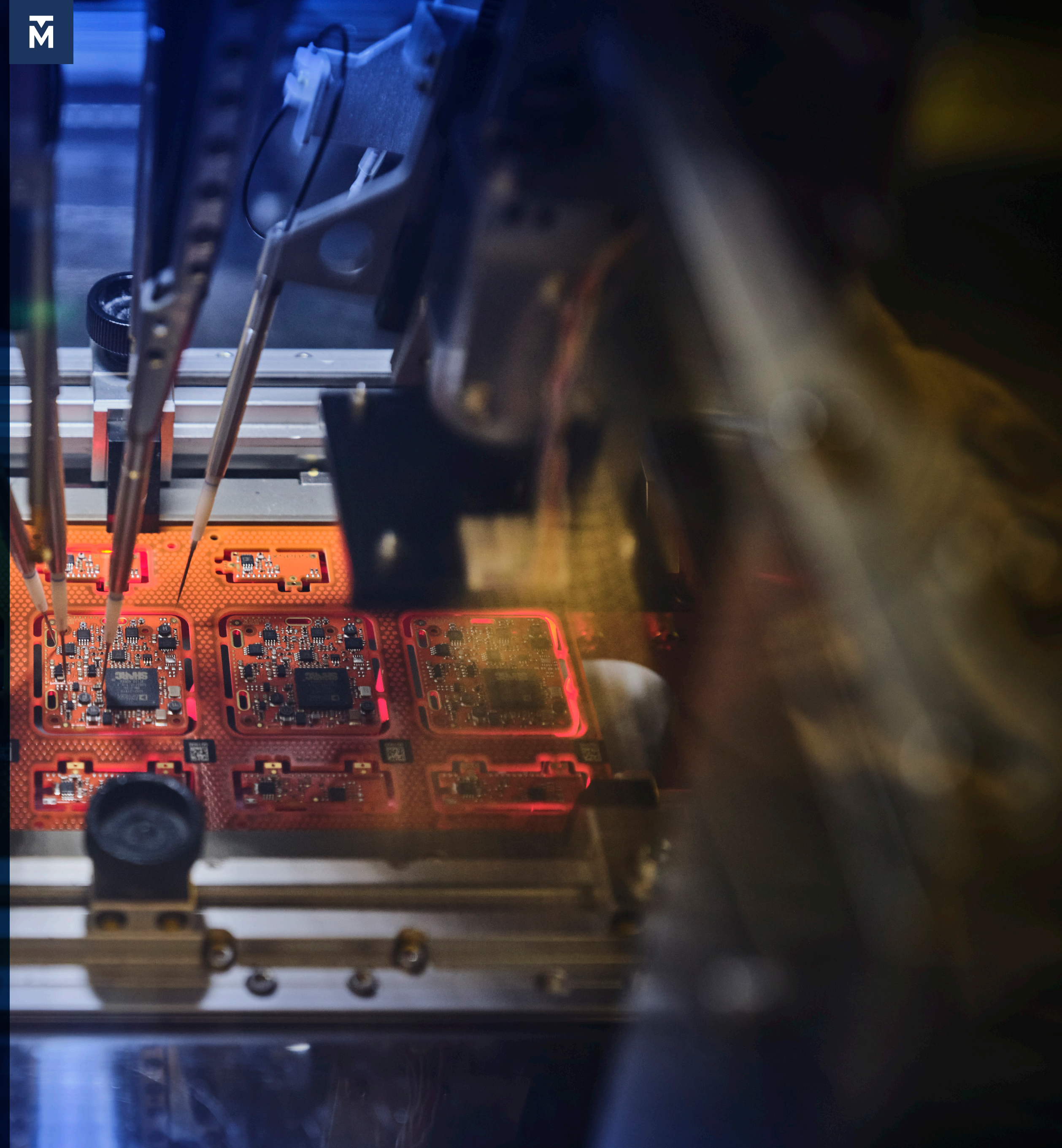
Requirements

- About 3 years of work experience
- Background in Consulting
- Change management
- Analytics
- Interest in technology

Eindhoven Minimum of 3 years experience



Neways is an innovation leader that produces electronics for smart mobility, connectivity, and semiconductors. Supported by Infestos, a private equity fund, Neways is ramping up to achieve its growth strategy. The Commercial Strategy Manager to the CCO will drive progress on commercial challenges, and play a pivotal role in the company's future success.



Neways

Neways is an international innovator of electronics for smart mobility, connectivity, and semiconductor solutions. With more than fifty years of engineering experience, they are an innovative technology partner for well-known industry brands. Neways develops and produces electronics that facilitate major global ESG trends. Their solutions include EV charging, electric power trains, digitizing health solutions, sustainable agriculture, and producing microchips.

From their Dutch headquarters in Eindhoven, Neways employs about three thousand specialists across The Netherlands, Germany, the US, China, the Czech Republic, and Slovakia. The company reported 2022 revenues of 561 million euros, which represent more than a twenty percent annual growth rate.

“Together, we are shaping a sustainable future. With our technology, we enable energy transition, advance medical applications, and facilitate an approach to product design that integrates circularity and end-of-life solutions.” – Michiel van der Maat, CCO of Neways

In November 2021, Neways became an Infestos portfolio company. It's a Dutch family business and investor that specializes in technology-driven businesses that focus on sustainability. Other sustainability Infestos portfolio companies include Alfen (energy transition) and NX Filtration (clean water technology). Neways PE

fund is a hands-on investor that provides in-depth support across the company. And as an Infestos' portfolio company, Neways gains the necessary momentum and resources to professionalize their way of working, boost profitability, and fuel its vision to double in size in the near future.



Commercial Strategy Manager

The Commercial Strategy Manager will work with and support Neways' CCO, and mainly focus on commerce. They will deliver change, and drive the implementation of its strategic plans and initiatives. This role will report directly to CCO Michiel van der Maat, a seasoned C-level executive, and their primary work will take place in Eindhoven.

The main focus of the Commercial Strategy Manager will be to solve problems with no clear-cut answers. This requires an analytical, creative, and structured approach, as well as the communication and leadership skills to drive change. Their varied responsibilities include developing the commercial strategy, supporting account teams on pricing, account and sector planning, crafting a new business development approach, and analyzing and developing new client service models. Through their efforts, the Commercial Strategy Manager can take Neways to the next level.

Collaboration is also a vital for this role. To maximize impact, the Commercial Strategy Manager will collaborate with colleagues from all parts of the organization. They will support the leadership of operating companies and their teams to implement the strategy and execute initiatives, which requires periodic site visits. They will also frequently interact with Finance to gather financial data as input for their analyses. As well as being a trusted advisor to the CCO, this role will liaise with the other members of Neways' Executive Board and Infestos, too.

Due to the recent ownership change, this is an ideal time to join Neways. The company is poised for growth investments, and professionalization. And this allows the Commercial Strategy Manager to make a significant business impact. Additionally, it's a perfect opportunity to be well-positioned to join their line management team. ■



“The Commercial Strategy Manager is a new position within Neways where they can help define solutions they identify. It is an ideal fit for a consultant who enjoys a challenge, has the energy to get an organization moving, and thrives on the excitement of not knowing what next month will bring.”

Michiel van der Maat, CCO of Neways

Interested? Neways is working with Top of Minds to fill this vacancy. To express your interest, please contact Vivian den Dekker at vivian.dendekker@topofminds.com.

