



Vacancy

Commercial Director



Sunoil Group is a leading international biofuel producer, intent on supporting affordable decarbonization in transportation and heat generation. In this new growth phase, the Commercial Director leads the strategic business development by optimizing the commercial organization and trading operations, growing sales in existing and new segments, and seizing opportunities to innovate.

Requirements

- Over 15 years of experience
- In the biofuel, oil and gas, or (renewable) energy industry
- Experienced commercial leader
- With a robust background in trading, hedging, and risk management
- And experience in marketing, market intelligence, and customer segmentation
- English fluency and proficient level of Dutch

 **Amsterdam**

 **Minimum of 15 years' experience**



About the company

Sunoi Group

Founded in 2006, Sunoil Group quickly became a leading producer of high-grade sustainable biodiesel from waste oils and fats in the Netherlands. The company was in prime position to commercialize its products when the European Renewable Energy Directive took effect in 2009, obliging fuel suppliers like BP and Shell to blend biodiesel or ethanol with fossil fuels. Sunoil's second-generation biodiesel reduces CO2 emissions by 90% compared to conventional diesel, providing a sustainable and affordable fuel alternative for transportation and heat generation.

In 2020-2021, two legal and compliance disputes impacted Sunoil Group's business and certification. The company took prompt countermeasures to ensure its customers and employees would remain protected, assuring operational continuity by ringfencing the impacted entity. To reinstate certification and safeguard optimal future compliance of its suppliers and procedures, Sunoil Group has doubled down on automation, quality checks, safety checks, and optimized sustainability processes. The company's investment in its facilities and people allowed Sunoil Group to not only maintain its position in the top 4 biofuel players but has also generated additional capacity and capabilities to accelerate the group's growth in existing and new customer segments. ▶

Sunol Group has a production facility in Kampen with direct access to a harbor, ensuring high logistic efficiency and flexibility, and a production facility in Emmen with a state-of-the-art logistics center handling a hundred transactions every day. The company's in-house lab and R&D ensure ongoing innovation. Combined with its trading office in Amsterdam, the company employs over 60 FTEs and works with a network of external experts and partners to supply its high-grade biodiesel through direct sales channels to customers in the Netherlands, continental Europe, and the UK. ▶





Vacancy

Commercial Director

Sunol Group has built a strong position in the fast-evolving and growing global biofuels market. The Commercial Director is the commercial captain and vital decision-maker who capitalizes on those market opportunities and threats. They drive the long-term strategy of the socially involved and environmentally aware organization, keen to build on Sunol Group's top position and experience, high quality portfolio, and motivated team. The Commercial Director reports to owner Wilfred Hadders and is part of the Group Leadership Team, together with the Director of Finance and the Director of Operations and Compliance. The Commercial Director provides strategic insights, drives actionable commercial growth plans, and ensures Sunol Group steps into the right opportunities at the right time while navigating complex commercial challenges. Their deep understanding of the market trends and development translates into a strategic vision for the company. Together with partners and external stakeholders, the Commercial Director drives business development in existing markets, such as expanding the transportation portfolio into aviation and shipping, and develops new segments like heating, chemicals, and co-processing. To drive profitability, they explore and implement innovative trading approaches, product-market combinations, and product improvements.

The Commercial Director achieves maximum impact by fostering collaboration and ensuring seamless coordination between the commercial and operational activities. To do so, they work closely with teams in Finance, Supply Chain, Sustainability, and Production across facilities. They lead their team consisting of a Commercial Manager, Trading Analyst and Business Developer, Trader, and Innovation Manager. As the Commercial Director develops the business, they continue to build the sales, trading, and marketing capabilities of their team.

This is an exciting opportunity for a seasoned commercial leader in the biofuel or energy sector capable of navigating the complex and competitive industry landscape and dealing with strong compliance and regulatory requirements. The Commercial Director translates deep market insights into new business through structured and data-driven decision-making, networking, and collaboration. They thrive in a fastpaced sales dynamic. Their business and financial acumen combined with their expertise in hedging and risk management help them realize Sunoil Group's growth plans in production and in trading. ■



Interested?

Sunoil Group is working with Top of Minds to fill this vacancy. To express your interest, please contact Stephanie Stuit stephanie.stuit@topofminds.com.

“We have invested in our assets, quality, assurance, and staff and are set up to scale the organization. To do so, Sunoil Group needs a Commercial Director with a strong commercial track record in growing businesses and developing new segments.”

**Wilfred Hadders,
Owner and Director of
Strategy & Special Projects**