



Vacancy

# Turnaround Commercial Excellence (Senior) Manager

MUTARES



**Mutares is an international private equity investor focused on medium-sized companies in transitional phases. The Turnaround Commercial Excellence – (Senior) Manager will optimize sales and marketing workstreams at portfolio companies across Europe, diagnose issues, implement quick wins, and develop long-term strategies that drive stability and growth.**

## **Requirements**

- 5 years' experience
- In Commercial Excellence (Consulting)
- And financial analysis, management accounting (including P&L analysis)
- Solutions-oriented problem solver
- Entrepreneurial and pragmatic
- Strong communicator and team leader
- Fluency in English and two other European languages (German, Spanish, French, Italian, or Dutch)

**📍 Munich / Vienna / Amsterdam / Stockholm / Paris**

**👜 Minimum of 5 years' experience**



About the company

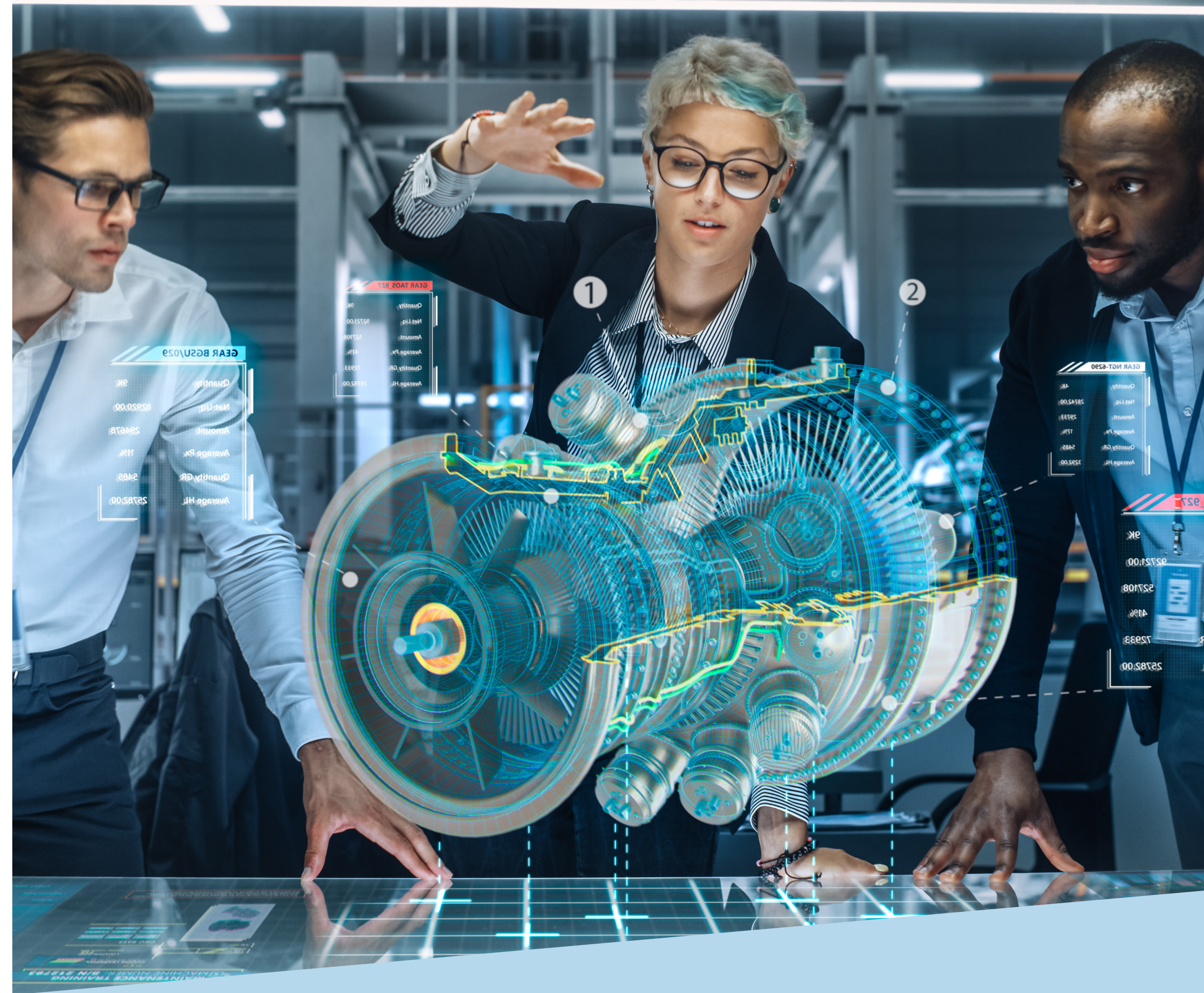
## Mutares

**Mutares is a listed European-based private equity holding company. They specialize in restructuring medium-sized companies and spin-offs. They also acquire parts of major corporations (carve-outs), and medium-sized companies with revenues from one hundred million euros to 750 million euros, during transformational phases. By leveraging the development potential of traditionally distressed target companies during an active turnaround process, their operational specialist teams restructure the businesses, leading them to stable and profitable growth paths.**

Known as 'the equity entrepreneurs,' Mutares supports its portfolio companies with their own consulting teams and through strategic add-on acquisitions. The international holding company is owner-managed, with approximately thirty-seven percent of shares held by the Management and Supervisory Boards, which are closely involved in the value-creation process. Their portfolio companies operate across a range of industries worldwide, mainly in Automotive and Mobility, Engineering and Technology, Goods and Services, and Retail and Food.

Since opening its first office in Munich in 2008, Mutares has become a global player in the carve-outs and restructurings market. It now employs 27,000 professionals across its portfolio companies. Its team of 140 internal operational specialists manages the entire value-creation process from thirteen European offices. Now, Mutares is expanding even further across Europe and globally. ▶

Mutares has ambitious plans. They are now expanding their local teams of operational professionals, who understand the market and speak the language, to guide new portfolio companies towards sustainable growth. ▶





Vacancy

# Turnaround Commercial Excellence – (Senior) Manager

**The Turnaround Commercial Excellence – (Senior) Manager will lead the transformation of sales and marketing functions within various portfolio companies across Europe, ensuring they reach their full potential. They play a critical role in stabilizing and revitalizing these companies, positioning them for long-term success and increased profitability.**

The (Senior) Manager will support portfolio companies in diagnosing issues and developing strategic initiatives to enhance their commercial operations. In addition to identifying and implementing quick wins to stop cash bleeding, they also formulate long-term strategies to expand market reach and optimize pricing. The ideal (Senior) Manager is pragmatic, structured and an excellent communicator. Taking a hands-on approach to problem-solving, they confidently manage cross-functional teams, driving results in complex environments.

Their main responsibilities include to:

- Assist portfolio companies in refining their sales and marketing structures to boost efficiency and effectiveness.
- Analyze and identify operational issues and develop clear, measurable improvement initiatives.
- Execute quick-win strategies to rapidly stabilize financial performance and reduce cash outflows.
- Craft and implement sales strategies, including entering new markets, launching new products, and adjusting pricing to increase revenue and profitability. ▶

- Evaluate the customer base and product offerings to streamline or reposition for optimal performance.
- Establish and manage task forces involving key stakeholders to drive turnaround initiatives.
- Step into interim management roles as needed to steer critical operations during transition periods.

Business and people savvy, the (Senior) Manager builds trust and fosters successful relationships. An inspirational team leader, they mentor, develop and motivate their team members, leveraging their strengths to maximize overall team performance. Carefully navigating social environments when working on-site at portfolio companies, they apply the right amount of empathy along with clear direction, ensuring all parties feel heard and accounted for, and stimulate buy-in and smooth transitions throughout the process.

Mutarees offers a dynamic international working environment and fosters an exceptional cooperation and teamwork culture. The (Senior) Manager will join an ambitious and diverse team of skilled operational professionals and work up to four days a week on-site at portfolio companies, and one day a week at one of the offices in Germany, France, The Netherlands or Sweden. To succeed, they should be fluent in English and another European language (German, French, Dutch or Swedish). ■



## Interested?

Mutarees is working with Top of Minds to fill this vacancy. To express your interest, please contact Roland Vetten at [roland.vetten@topofminds.com](mailto:roland.vetten@topofminds.com).

**“The Turnaround Commercial Excellence – (Senior) Manager will drive sales and marketing performance at our portfolio companies, directly impacting our success. They’ll optimize sales strategies, implement operational improvements, and cultivate collaborative relationships to navigate complex challenges and unlock sustainable growth.”**

**Sergey Tyshchenko,  
Head of Commercial Excellence for Mutarees**