

Vacature bij Mutares

Senior Manager of Turnaround Commercial Excellence

MUTARES



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Requirements

- Over 8 years of 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 (Swedish, Finnish, German, or French)
- Willingness to travel 4 days a week

 **Stockholm / Helsinki**

Mutarex is an international private equity investor focused on medium-sized companies in transitional phases. The Senior Manager of Turnaround Commercial Excellence 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.

About Mutares

Mutares is a publicly listed European-based private equity holding company specializing in restructuring medium-sized companies and spin-offs. They acquire divisions of major corporations (carve-outs) as well as medium-sized companies with revenues ranging from 100 million euros to 750 million euros during transformational phases. By leveraging the development potential of traditionally distressed target companies through an active turnaround process, their team of operational specialists restructures these businesses, guiding them towards stable and profitable growth paths.

Known as “the equity entrepreneurs,” Mutares supports its portfolio companies with in-house consulting teams and strategic add-on acquisitions. As an owner-managed international holding company, approximately 37% of its shares are held by the Management and Supervisory Boards, both closely involved in the value-creation process. Their portfolio companies operate worldwide across various industries, primarily 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-out and restructuring markets, with continued expansion across Europe and beyond. The company now employs 27,000 professionals across its portfolio companies and has a team of 140 internal operational specialists managing the entire value-creation process from thirteen European offices.

Mutares is ambitious in its growth strategy, currently expanding local teams of operational professionals who understand the market dynamics and speak the local language, to guide new portfolio companies toward sustainable growth.



Senior Manager of Turnaround Commercial Excellence

The Senior Manager of Turnaround Commercial Excellence 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.

“The Senior Manager of Turnaround Commercial Excellence 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 Mutares

Mutares 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 the office in Stockholm or Helsinki. This role is an ideal fit for a seasoned project manager with experience in commercial excellence transformations and a results-driven mindset. It offers the opportunity to take initiative and grow professionally within the organization, potentially advancing to the director-level position in the Commercial Excellence practice.





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.



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