Vacancy at Reledo

M&A Manager

Reledo

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Requirements

- Over 6 years of experience
- In financial due diligence or investment banking, followed by a role with direct M&A or investment responsibility
- Hands-on, pragmatic personality
- Strong analytical skills
- Outstanding communicator and stakeholder manager

Amsterdam

Reledo unites specialist companies in facility management under one platform – preserving what makes them strong and giving them the scale to grow faster. After establishing a strong foothold in the Nordics, Reledo is now expanding into the Netherlands and Flanders. A local M&A Manager is the missing piece: the bottleneck standing between Reledo and its next phase of growth.

About Reledo

Reledo is a Swedish buy-and-build platform operating in the facility management sector for B2B services. Backed by Celero Capital, a Stockholm-based private equity firm, the company has built a sizable portfolio of 28 acquired companies across the Nordic markets in a remarkably short period of time. Group turnover currently stands at 220 million euros at a double-digit margin. The group has been growing at pace, completing thirteen acquisitions last year and consistently adding meaningful profit to the group.

What sets Reledo apart is its deliberate decision not to integrate. Where traditional consolidators absorb and rebrand their acquisitions, Reledo does the opposite: acquired companies keep their brand, their culture, and their entrepreneurial leadership intact. The central team remains intentionally lean, focusing almost exclusively on M&A rather than building layers of corporate overhead. Cross-selling opportunities between portfolio companies are encouraged, and sellers are invited to reinvest in Reledo, ensuring everyone benefits from the group's overall performance.

Reledo's strategic target is clear: continue its ambitious growth trajectory, driven by a continued acquisition pace in the Nordics and a new European footprint. With one due diligence process already underway in the Netherlands and several bids outstanding, the expansion is firmly in motion. To accelerate the momentum, Reledo is establishing a local team, starting with a dedicated M&A Manager on the ground.

M&A Manager

As Reledo establishes its presence in the Dutch market, the M&A Manager will be the primary local driver of the acquisition agenda, taking over a workload that is currently managed remotely from Stockholm. As the first local hire, the M&A Manager will drive Reledo's entire Dutch acquisition agenda: building relationships with potential targets, pitching the Reledo model to entrepreneurs, and originating deals from first conversation through to signed LOI. From there, the M&A Manager takes the lead on due diligence coordination, negotiates legal transaction documents together with external counsel, and drives the process through to a successful closing – working closely with Reledo's buy-side advisor in the Netherlands.

The targets Reledo pursues are profitable, well-run SMEs in facility management, such as cleaning, catering, coffee services, and office solutions. These are businesses led by entrepreneurs who have built something extraordinary and are considering what comes next. Convincing them to sell and reinvest in Reledo requires a particular kind of credibility. Someone who understands the numbers, but can also sit across the table from a founder in a hands-on industry and build genuine trust – setting aside the corporate polish to connect naturally with founder-led businesses in the service sector.

The role reports directly to the Head of M&A in Stockholm, with close collaboration with the CEO. Over time, as the Dutch hub grows and a Country Manager is brought on board, reporting lines will evolve to reflect the local team structure.

The Dutch market represents an enormous opportunity for Reledo — but without a dedicated M&A Manager on the ground, that potential remains untapped. This role presents a rare opportunity to take the lead in a new market and make a visible impact on our growth story"

- **Jonas Warnander, CEO**

The ideal M&A Manager is someone who thrives when deals are moving (very) fast. Beyond solid M&A experience and technical skills, personality matters just as much: Reledo's culture is deliberately low-key, and the M&A Manager will need to reflect that. The role is a natural fit for a pragmatic, entrepreneurial, and analytically sharp professional who is comfortable operating independently – someone with the energy and drive to turn a blank canvas into a thriving market presence.

Interested?

Reledo is working with Top of Minds to fill this vacancy. To express your interest, please contact Catherine Visch at **catherine.visch@topofminds.com** or Remco Vlemmix at **remco.vlemmix@topofminds.com**.

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