



BAIN & COMPANY 

VACANCY

# Associate Partner of Consumer Products

## Requirements

- Consultancy background
- Experience in Consumer Products
- Commercial experience at executive level communication

 Amsterdam  Minimum of 10 years experience



**Bain & Company is an internationally renowned strategy consulting firm. The Associate Partner of Consumer Products will join Bain Amsterdam's growing Consumer Products practice. They'll work with executives from major companies in the industry to help solve their pressing strategic challenges. They'll also manage case delivery, lead and coach junior colleagues, and establish strong client relationships.**





## ABOUT THE COMPANY

# Over Bain & Company

**Bain & Company is one of the world's renowned strategy consulting firms. With their rigorous analytical approach, they deliver sustainable business solutions for their clients' challenges. Global leaders and ambitious change makers count on Bain to provide answers to their most pressing challenges and industry-defining questions.**

Their consultants work in sixty-four cities across thirty-nine countries. They collaborate with clients to help them outperform their competition and achieve outstanding results. Bain values interpersonal connections and their strong case teams work as one with their clients. This collaborative approach to change management enables Bain to make a lasting impact.

*"We stand for bold ideas and extraordinary teams. We achieve the impossible by working together and challenging ourselves and each other to be exceptional every day."*

*– Véronique Pauwels, Managing Partner of Bain Amsterdam*



Consumer Products is a primary practice and the advisory firm works with major companies. Amsterdam is the central hub for Bain's Consumer Products division in EMEA. In 2022, the local team, made up of seven Partners and six Associate Partners, achieved double-digit growth in The Netherlands and Europe. Now they're capitalizing on the potential for further growth by supplementing its internal talent with experienced external colleagues.





VACANCY

## Associate Partner of Consumer Products

**The Associate Partner will join Bain's Amsterdam Consumer Products team. They'll work with senior executives of major industry players to solve their strategic challenges. This role will join a diverse and internationally oriented team with a track record of growth and great momentum.**

The Associate Partner of Consumer Products will work with leading corporations in the fields of personal care, food and beverage, luxury goods, household care, and shoes and apparel. Bain supports these companies in their full range of activities: from supply chain to organizational transformation and enterprise technology to sustainability. The new Associate Partner will mainly focus on commercial topics such as brand and portfolio management, revenue management, and route-to-market solutions. Current hot topics in these fields include maximizing revenue by tailoring to more profitable customer segments and directing promotional spending more effectively. They'll also experiment at scale with media budgets and marketing mix; embed ESG as part of the brand's core value proposition and expand traditional concepts like Design to Value towards Design to Sustainability and Value; and leverage possibilities of OpenAI to enhance and transform marketing.



Team development is also an essential part of the position. The Associate Partner will oversee Bain's day-to-day casework clients, assuring premium quality in all materials and interactions. They will lead the team, be the first point of contact for senior client colleagues, and participate in the professional development of the team's junior consultants.

The Associate Partner will become part of a firm known as one of the world's best places to work. They will be surrounded by teams and colleagues who challenge, support, and inspire them. And together, they will solve challenges that determine the future of individual companies and entire industries. ■

**Interested?** Bain is working with Top of Minds to fill this vacancy. To express your interest, please contact Catherine Visch at [catherine.visch@topofminds.com](mailto:catherine.visch@topofminds.com)



**“As Associate Partner of Consumer Products, this role will work with top-level executives of the largest companies in Europe and have the opportunity to become a Partner at one of the most prestigious firms in the world.”**

**– Robin Bartling, Partner in Bain of Amsterdam's Consumer Products**