



#VACANCY

CONSULTING EXIT

BUSINESS DEVELOPMENT



CONSULTANT CORPORATE DEVELOPMENT

Due to the e-commerce revolution, the parcel delivery market is growing and innovating rapidly. Headquartered in Amsterdam, GLS is one of the major players in this growth market. This is a consulting exit vacancy to help expand their leading position, impacting both GLS globally and the industry as a whole.



ABOUT GLS

GLS (General Logistics Systems B.V.) is one of the largest parcel delivery networks in Europe, and growing. The network covers 41 countries and nation-states in Europe and, following recent acquisitions, eight states in the western US and in Canada. GLS counts 18,000 employees and every day around 30,000 vehicles are on route for GLS. Transporting around 600 million parcels for over 270,000 customers a year, GLS currently

achieves annual revenues of 3 billion euros.

GLS has a replicable and scalable business model, featuring a decentralized approach and lean Head Office. In the highly competitive European parcels market, GLS continues to grow by rolling out new B2B and B2C services and products. Recent examples of

successful launches in the B2C domain include FlexDeliveryService, ShopReturnService and ShopDeliveryService. Other innovations to improve the parcel process include PDA scanning devices and tracking systems. GLS is also expanding through focused and targeted acquisitions to capture higher growth segments outside Europe.

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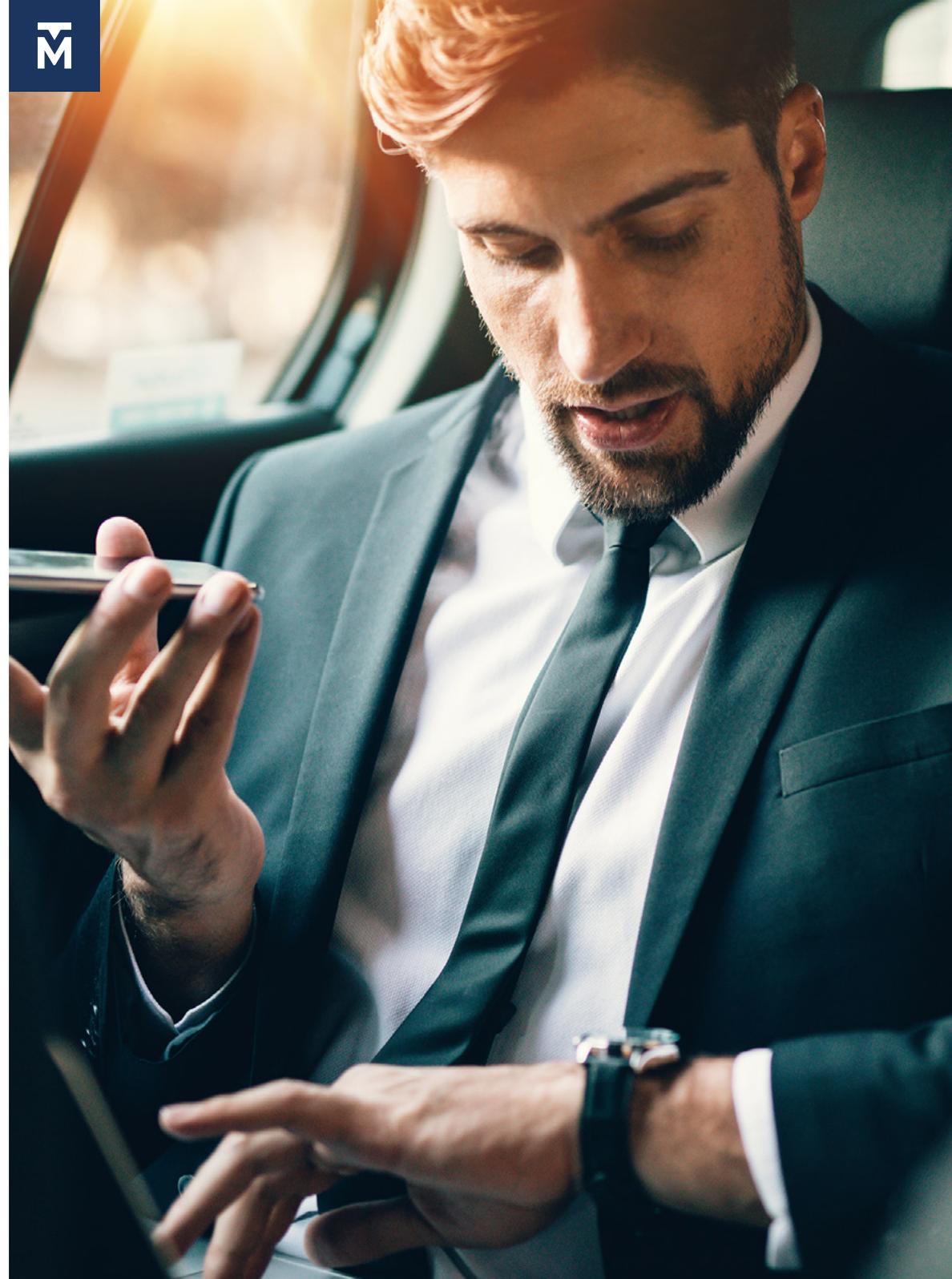
CONSULTANT CORPORATE DEVELOPMENT

This is an opportunity to drive the growth and innovation of a leading logistics company, ultimately leaving a mark on the industry as a whole.

This is a high-exposure role within the Corporate Development Team, which is the right hand to the global CEO of GLS. Responsibilities of the team range from global projects at Group level to high-impact projects within specific countries or areas. They work with the international GLS businesses and functional teams, supplying them with deep business insights and actionable strategic input. Typical projects are the evaluation of GLS' global footprint, the creation of a market entry strategy in a certain region or the identification and mapping of new growth opportunities.

By performing ongoing market analysis and due diligence, the Consultant will quickly become the go-to person for industry, competitor and consumer behavior trends. The Consultant will support the Senior Manager Corporate Development and the Board in the day-to-day reporting, governance and management of the business and the deployment of strategic projects, preparing performance meetings with the CEO and Executive Board meetings, providing information and insight and pro-actively supporting the governance processes.

Lead and support cross-functional project teams to identify and evaluate critical strategic priorities and catalyze actions against these priorities. The Consultant Corporate Development will also collaborate with Group Area Managing Directors and Company Managing Directors to drive strategy execution and area strategy projects. This includes occasional travel.



CANDIDATE PROFILE

This is a proven landing spot for strategy and management consultants within GLS, setting them up for more senior roles within the GLS Head Office or locally.

- ➔ Proven thought-leader with 4 years' experience in consulting, corporate strategy/development/strategic planning or business development
- ➔ Strong analytical and strategic skills
- ➔ Excellent communication and interpersonal skills, both influencing and collaborating
- ➔ A pro-active and hands-on way of working
- ➔ Knowledge of the parcels market is an advantage, not a must-have
- ➔ Fluency in English, both written and verbal. Additional languages are an advantage.



AMSTERDAM



CONTACT



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