

#VACANCY

BUSINESS DEVELOPMENT



BUSINESS DEVELOPMENT MODELER

The Business Development Modeler at oil and energy solutions company VTti will be responsible for creating and developing modeling-based solutions to problems and opportunities across all the company's global regions. It's a challenging role, ideally suited to someone with a sophisticated understanding and experience of financial models and business development. Based in Rotterdam, they'll be part of a forward-thinking team in this growing company.

VTTI: CONNECTED THINKING IN A CONNECTED WORLD

VTTI was founded in 2006 and serves the energy industry by linking oil flows safely, efficiently and profitably.

Since its inception, VTTI has enjoyed fast and dynamic growth through its M&A and greenfield approach. In the past twelve and half years the number of stations has grown from one to sixteen and in the energy storage and distribution sector, they're one to watch.

VTTI pride themselves on being more than just an energy storage company: they're a critical link in a complex chain and much of their success can be attributed to the fact that they take a customer-centric approach to business. It was the founders' experiences working elsewhere in the sector which led them to organize VTTI around a very customer-centric mission and this perspective has set them apart among their competitors.

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As VTTI continues to grow, they are now looking to hire a Business Development Modeler to ensure that they continue to work as efficiently and as data-driven as possible.

This role is for someone with a high-growth mindset: the company is set to continue its successful expansion over the coming years and needs someone who is able to use their considerable financial and analytical acumen to identify new opportunities in this fast-moving sector.

Given the company's success with its M&A approach, assessing potential assets is a critical part of the role. This will involve both valuing sales propositions to ensure they're acquired at the right price and also applying sound models and analysis to help identify other, perhaps undervalued, or potential opportunities in the market.

"Modelers are only as good as the questions they ask", says Michael Wrait, the Head of Business Development. Experience and

confidence drive efficiency – and the BDM will have these qualities in spades.

INSIDE THE ROLE OF BUSINESS DEVELOPMENT MODELER

The Business Development Modeler will report into Michael Wrait, the Global Head of Business Development and – as the sole modeler across the regions – will also be working directly with the various regional Business Developers to ensure that risk, value and opportunity are clearly and easily identified in these various markets.

They will also maintain and develop complex financial models for budgeting and reporting processes and identify long term strategic opportunities for the company. It's a complex role, often dealing in ambiguity, and requires the successful candidate to work assertively, sometimes with only partial information to deliver results. They'll be working alongside investors, commercial teams, finance and tax

"At VTTI we don't sit around waiting to be told what to do. We are always working on how we can do things better"

THIJS MURK, HR MANAGER, VTTI



professionals, so an ability to be able to communicate at all levels is essential.

In addition, the BDM will be responsible for creating other financial analysis and will assist in the preparation of annual reports as well as working to continuously streamline reporting and monitoring processes.

VTTI: A GROWING ORGANIZATION WITH A UNIQUE APPROACH

Work-life balance at VTTI is taken seriously, but they also make no bones about the fact that while the kind of 80 hour weeks commonplace in investment banking aren't the norm, when a deadline looms it's all hands on deck and employees are expected to deliver. As a consequence it's a place for those with a sharp focus and an adaptable outlook.

The company is a decentralized one – the BDM team has twelve people, working at locations around the world, including Singapore, Cape Town, the US and within the EU. A key characteristic of VTTI people are that they're self-starters, with an entrepreneurial outlook and confidence to push forward in their respective roles.

For someone at least five years into their career, maybe with their sights on moving into Business Development in the future, this presents a fantastic opportunity to move forward and up.



ROTTERDAM

EXPERIENCE

- Masters degree in finance, accounting, business or a related field
- 5+ years experience in relevant finance modelling experience
- Banking or consulting background
- Able to work independently with incomplete information and deal with ambiguity
- Excellent interpersonal and communication skills
- Expert Excel user



CONTACT



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