



VACANCY

Category Lead

FOR WHOM?

- Minimum of 6 years' experience
- Proven track record in FMCG, E-commerce, Global Sales
- International experience and mindset
- Strong communication skills
- Analytical
- Commercial
- Project management
- Stakeholder management

📍 **Amsterdam** 🧳 **A minimum of 6 years' experience**



What started in 2003 as an idea to digitize assets grew into a worldwide fintech scale-up with a turnover of 300 million. Following a recent capital injection of €22 million by tech investor Prime Ventures, Recharge.com is expanding even more rapidly. The Category Lead takes category management within the company to a whole new level.





About Recharge.com

Recharge.com is a fully digital, hyper-growth scale-up of Dutch origin. Whether you're after a prepaid credit card, cryptocurrencies, new credits for your mobile phone while you're abroad or online credit for A-brands such as iTunes, Netflix, Spotify, Playstation or Amazon – Recharge is the international one-stop-shop for all digital value products. Globally, they are the first worldwide platform in the industry, giving them the first-mover advantage. Their partners are international A-brands in a wide range of categories, including app stores, gaming platforms, online shops, prepaid credit card providers, and mobile top-ups.

In recent years, Recharge expanded quickly in terms of products, channels, and markets. As a result of the global COVID measures, no one can ignore the relevance of the proposition and the company's growth is accelerating even further. They currently operate in over 150 markets around the world and process millions of online transactions. The recent capital injection of €22 million by tech investor Prime Ventures enables the company to accelerate its global growth even more.

Category Lead

The Category Lead will be part of Recharge's Category & Buying Team, one of the key pillars of the company's future growth. As said, this growth is anticipated to be unprecedented. New partnerships are an indispensable part of the growth strategy. Establishing and maintaining partnerships with suppliers will be the Category Lead's responsibility. Thanks to a strong commercial mindset and exceptional negotiating skills, the Category Lead knows what's needed to drive partnerships to the next level, while keeping a close and commercial eye on margins.

The role is a cross-over between the FMCG approach to category management, pricing and partnership management. It involves enhancing the assortment, driving a competitive pricing strategy, improving the performance of the Marketing team, strategizing with the Expansion and Business Development team and liaising with brand partners about growing their categories.

Categories: Shopping, Bill Payment and (International) Call Credit

The Category Lead has extensive knowledge about categories. Which is exactly what's needed to develop a clear and effective category vision for the Shopping, Bill Payment and (international) Call Credit & Data categories. The Category Lead identifies key opportunities and challenges for each category and adequately

translates these into strategic growth for the business. The Category Lead will play a crucial role in (further) shaping the Bill Payment category.

Changing gears within seconds

Recharge is an extremely fast-moving international company. Every day is different and full of new challenges, divergent currencies and multiple stakeholders. In order to succeed in this high-paced company, a flexible mindset and the ability to change gears within a matter of seconds aren't nice-to-haves, but crucial must-haves. The Category Lead excels in strong analytical and commercial skills and thrives in a dynamic, international organization where English is the common tongue. It's a high-exposure position, reporting directly to Jeroen Siegerink, Director Category & Buying ■

Interested? Recharge.com works with Top of Minds to fill this vacancy. To express your interest, contact Wiebe Smit at wiebe.smit@topofminds.com for more information.



“A smart, analytical person who loves to win and really likes working together – that’s how I’d describe the ideal Category Lead. An agile, ambitious and results-driven professional who brings us closer to our ambitious goals.”

Jeroen Siegerink, Director Category & Buying