



VACANCY

# Commercial Director

## Requirements

- Over 10 years of experience in commercial roles
- Able to build a successful brand
- Leadership experience
- Commercial mindset
- Action oriented
- Passionate to contribute to the energy transition

 **Amsterdam**  **Minimum of 10 years experience**



**Fastned develops and operates  
superfast charging stations  
throughout Europe and is  
expanding rapidly. The Commercial  
Director will further accelerate  
the scale-up's growth by driving  
commercial development in terms  
of e.g., brand, marketing, sales,  
and partnerships.  
A unique opportunity to expedite  
electric mobility and combat  
climate change.**



## ABOUT THE COMPANY

# Fastned

**Fastned is a rapidly growing company with a strong purpose. The scale-up accelerates the transition to sustainable mobility by giving freedom to drivers of electric cars. They are building Europe’s best fast-charging network: over a thousand large charging stations on prime locations, fully fueled by renewable energy (sun and wind), accessible for all electric vehicles, and delivering a high-quality experience to all users.**

The organization is split into two teams. First, there is the Pipeline Team. They focus on developing new locations and constructing highly reliable charging stations on those sites. The Delivery Management Team operates the stations. They deliver the best customer experience and maximize revenues. In total, Fastned employs over 100 people of about 28 different nationalities. Together they work hard to change the world.

In 2020, Fastned delivered a total of 11 GWh of renewable energy, amounting to 8.7 million kg of avoided CO2 emissions. At year-end the company operated 131 charging stations in six different countries: the Netherlands, Germany, the UK, Switzerland, Belgium, and France. Fastned is headquartered in Amsterdam and publicly listed on Amsterdam’s Euronext exchange. The scale-up is expanding at a high pace, showcased for example by the over 150 sites Fastned acquired in 2020 as locations to develop new charging stations.





## Commercial Director

**The Commercial Director will own the commercial strategy and drive the commercial development of Fastned across Europe. The role offers a broad range of responsibilities, ranging from brand, communications, and marketing to sales, pricing, and partnerships. They will become part of the Executive Team and be jointly responsible for the overall P&L of the company. The Commercial Director will be a member of the Delivery Management Team and have regular interactions with investors, e.g., during investor calls, annual meetings, and investor days. They will also be entitled to participate in Fastned's option scheme.**

The Commercial Director will provide vision and leadership to speed up implementation and accelerate revenue growth across Europe. They will make use of Fastned's growing data capabilities to gain insights and optimize the commercial approach. Central challenges revolve around getting to know the (potential) customer and persuading them to frequent Fastned's charging stations to improve utilization. One focus area for the Commercial Director will be building a well-known and distinctive consumer brand. They will craft an inspiring brand story and leverage this to drive consumer preference. Another key topic for the Commercial Director will be building commercial partnerships throughout Europe with, e.g., car manufacturers, car leasing companies, and mobility service providers.



To be successful, the Commercial Director will need to be an experienced leader with strong interpersonal skills. They will build, lead, and develop the Commercial Team, which stretches across multiple countries and consists of a Lead Brand Team, Commercial Development, Corporate Communications, and Energy Planning & Purchasing. The Commercial Director will be responsible for scaling the team, taking on an active role in recruitment.

The role offers a unique opportunity to fulfill a key position in a fast-growing company that pioneers in a completely new industry and operates across Europe. It would be a great fit for an entrepreneurial, strategic, and highly driven professional looking to contribute to combating climate change and accelerating the transition towards electric mobility. ■

**Interested?** Fastned has appointed Top of Minds to fill this vacancy. To express your interest, please contact Gijs Millaard at [gijs.millaard@topofminds.com](mailto:gijs.millaard@topofminds.com).



**“We prefer a Commercial Director who thinks like a founder. An entrepreneurial and creative visionary who takes ownership and drives the business forward.”**

Michiel Langezaal, CEO