



VACANCY

# Managing Director

## Requirements

- Over 15 years of experience
- Including team management and P&L responsible roles
- Expertise in sales, distribution and/or logistics
- Within retail and/or e-commerce
- Commercially and strategically savvy; respectful culture-builder
- Digitally literate
- General Management experience

Den Bosch Minimum of 15 years experience



**Amacom is a one-stop-B2B-shop that provides the missing link between electronics brands and (r)etailers. They offer excellent capabilities in inventory management, forecasting, drop shipping and their state-of-the-art proprietary platform Quecom. And now, Amacom is ready to become an internationally leading brand – under the leadership of the new Managing Director.**



## Amacom

**Households rely heavily on electronics in their daily lives, from using coffee machines and headphones to tablets and TVs. It's easy for consumers to find and buy these products, whether online or in-store.**

But (r)etailers face the ongoing challenge of forecasting which products will be sold when; managing their stock accordingly; and ensuring that expensive and often fragile products reach their final destination quickly and safely once purchased by the consumer. Managing all of these tasks in-house would require a massive and expensive physical operation that most (r)etailers are not equipped for. This is where Amacom steps in, and why it's known as the 'Amazing Company.'

Amacom is a specialized inventory management and distribution partner for both electronics brand suppliers and (r)etailers, who are the client. They can fully outsource all logistical and stock management aspects of running a commercial electronics business. This includes stocking inventory in one of their warehouses; picking, packing and delivering orders on the same-day as needed; or keeping track of sales and forecasts through their Quecom platform. Amacom's mission is to fully relieve its partners and clients of all the logistics. This model has proven to be successful with high customer satisfaction for several years, and today Amacom is enjoying its largest growth to date.

While the core business as a logistics and inventory service provider remains important, Amacom is expanding its scope to include more e-commerce and direct-to-consumer (DTC) activity. They are partnering with major electronics manufacturers like Samsung to help them set up their own online retail strategy for the European market. In addition, Amacom is acting as a DTC seller on platforms such as Bol.com.

Founded in 1999, Amacom's roots are as a family business. Today they have around 120 employees throughout The Netherlands and Belgium, and joined DCC Technology in 2019. In spite of this significant growth and partnership, Amacom maintains its friendly, service-minded, driven family-company culture. With an ambitious and relatively young team and under the umbrella of DCC and its technology distribution (Exertis), Amacom is set up to continue its success story by expanding across Benelux and then across the rest of Europe.



## Managing Director

**In the fall of 2022, the current Managing Director, a second generation member of the founding family, will be stepping into a different role. This opens up an exciting opportunity for a new Managing Director to enjoy a true general manager role with end-to-end responsibility of Amacom's P&L, strategy and team.**

The Managing Director will create the strategic plan, initially with a three-year-horizon and the Benelux as the focus. This includes the commercial / go-to-market strategy as well as continued development of the services portfolio. Potential further expansion into Europe (through M&A) will be an exciting next challenge. Developing its strategy will be a key priority for the Managing Director who will also ensure the team remains enthusiastic and motivated to deliver on the strategic plan. Maintaining the supportive company culture and expanding its excellent in-house capabilities are key factors for success in this role. The Managing Director will also take on a commercial role by maintaining or initiating solid relationships with key suppliers and clients. They will also be responsible for a number of general daily responsibilities, including to ensure compliance, increase efficiency, provide day-to-day leadership and share best practices and lessons learned across the Group. The Managing Director will work with the support of, and in cooperation with DCC Exertis: an international technology services group with significant expertise and capital for inorganic growth.

The ideal candidate for this role is an experienced people manager who can a team engaged, happy, and at the top of their game. Experience with P&L responsibility is a must, as well as a considerable track-record with commercial growth. Strong stakeholder management skills, to allow for excellent long term relationships with partners, clients and team members will be an important key to success. The Managing Director is highly driven, thrives on diving into the deep end and is comfortable with a degree of risk. Yet they are also willing to learn, are open to ideas from the team and the Group, and are comfortable working in an environment where priorities may change quickly. The Managing Director does not need to have experience in the electronics sector. However, experience with retail, logistics and distribution will be highly valuable for this role, whether based in the food industry or consumer goods, for example.

The business includes a significant digital competence and this role requires digital literacy across e-commerce, digital marketing, data and user experience. This role is an excellent opportunity for a high-potential manager who is advancing their leadership career and ready to evolve with a successful family business within an established international group. ■



**Interested?** Amacom is working with Top of Minds to fill this vacancy. To express your interest, please contact Janko Klaijzen at [janko.klaijzen@topofminds.com](mailto:janko.klaijzen@topofminds.com).



**“With Amacon’s excellent in-house capabilities and the agile, driven culture, they are well-positioned for great success across the Benelux and even throughout Europe. This should happen under the leadership of a Managing Director who has commercial and entrepreneurial drive, and can manage the daily operations and nurture our growth culture.”**

**Clive Fitzharris, Managing Director of Exertis in EMEA and North America**