



VACANCY

# Business Development Modeler

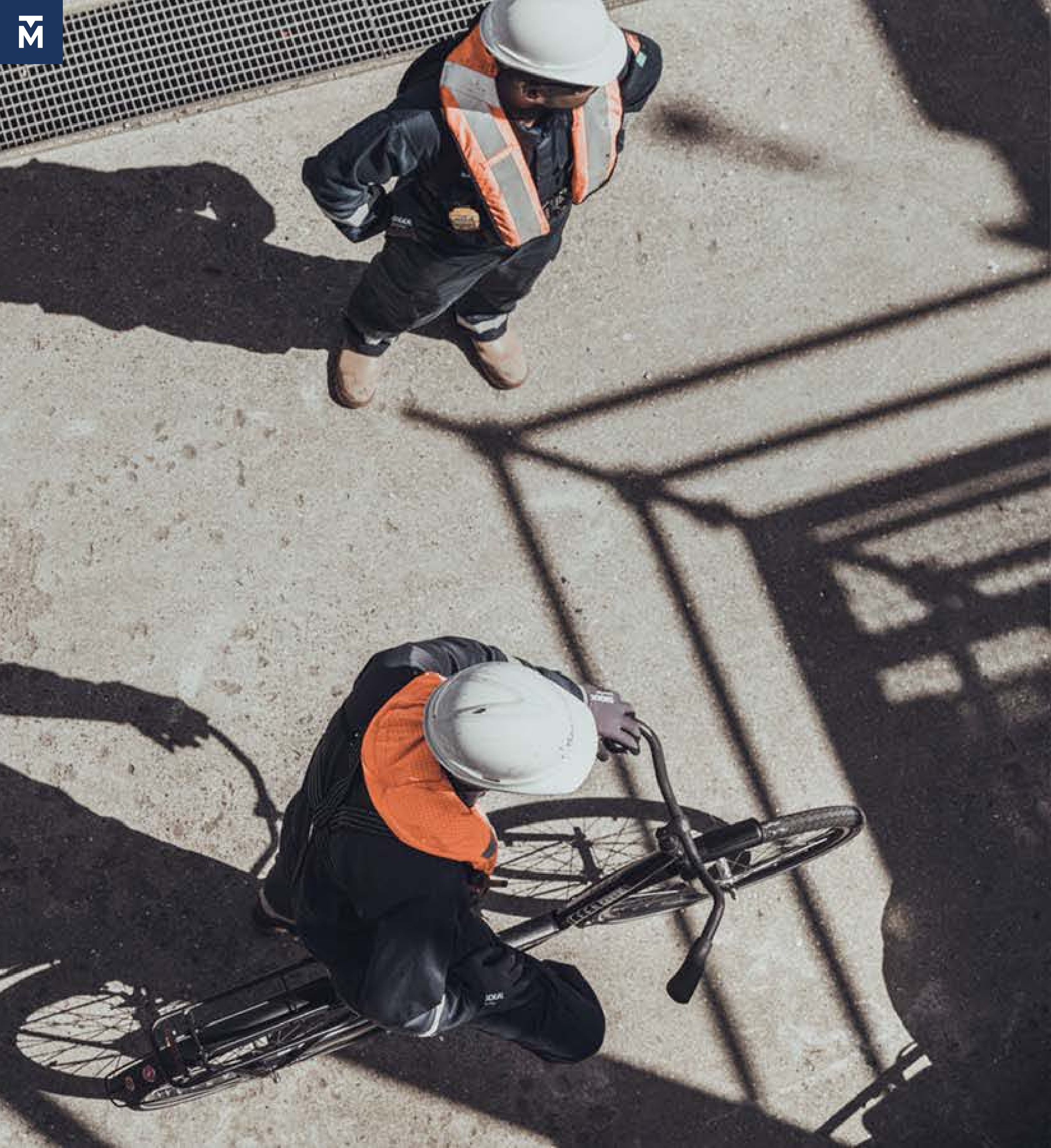
## Requirements

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

📍 Rotterdam 📁 Minimum of 5 years experience



**The Business Development Modeler at 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, he/she will be part of a forward-thinking team in this growing company.**





## ABOUT THE COMPANY

# About VTTI

Founded in 2006, VTTI is now one of the world's leading storage providers for energy and other essential products like chemicals. Located at major shipping crossroads and supply gateways, VTTI provides over 10 million cubic metres of storage capacity across five continents. VTTI facilitates storage, distribution and production of energy and other essential products, including renewable energies and tomorrow's energy solutions. . Expanding our global network of storage and production facilities at strategic locations. Connecting the source to the destination more effectively, for all markets and people around the world.

In a rapidly changing world, VTTI is working towards a sustainable future and is significantly reducing its carbon footprint. VTTI New Energies focuses on helping to build the emerging renewable value chain. Renewable energies, including renewable natural gas, hydrogen carrier fuels, carbon capture storage, waste-to-renewable energy solutions.





VACANCY

# Business Development Modeler

**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 oriented mindset: the company is set to continue its expansion over the coming years and needs someone who is able to use their considerable financial and analytical acumen to analyze new opportunities in this fast-moving sector.

Assessing potential assets is an essential 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. Experience and confidence drive efficiency – and the BDM will have these qualities in spades.”**

Federico Petersen, the Global Head of Business Development





### **Inside the role of Business Development Modeler**

The Business Development Modeler will report to Federico Petersen, the Global Head of Business Development and 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.

She/he 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 limited information to deliver results. She/he will be working alongside investors, commercial teams, finance, treasury and tax professionals, so an ability to be able to communicate and work with at all levels is essential.

In addition, the BDM will be working on different projects at the time in different regions. For example working on a project in South Africa on converting a terminal or assisting on the transaction of a big project in Chili, where you work closely with other teams within VTTI, preparing the financial models.



### VTTI: a growing organization with a unique approach

Work-life balance at VTTI is taken seriously. When a deadline looms it's all hands on deck and employees are expected to deliver, within reasonable boundaries. As a consequence it's a place for those with a sharp focus and an adaptable outlook.

The Business Development team has 10 people, working at VTTI locations around the world, including Singapore, Cape Town, the US and within the EU. A key characteristic of VTTI people is 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, with their sights on moving into Business Development in the future, this presents a fantastic opportunity to move forward and up. ■



**Interested?** VTTI has appointed Top of Minds to fill this vacancy. To express your interest, please contact Dox Wijers at [dox.wijers@topofminds.com](mailto:dox.wijers@topofminds.com).



**“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 and take ownership. A pro-active mindset and being flexible are key factors to be successful within our organisation”**

Anneke Otterspeer HR Manager, VTTI