



NADUVI

VACANCY

Business Development Manager

Requirements

- Over 3 years' experience as a Strategy Consultant, Trainee or Business Analyst
- Passion for data crunching and analytics, and working with large datasets in Excel and SQL is a plus
- Project management expertise
- Process optimization and dashboarding skills
- growth mindset

 Amstelveen  Minimum of 2 years experience

Home and Living e-commerce platform NADUVI is one of Europe's fastest-growing companies. Backed by major VC firms, NADUVI is building a presence in its key markets and expanding internationally. The Business Development Manager will enable this growth by leading strategic projects and taking its Business Intelligence to the next level.





ABOUT THE COMPANY

NADUVI

NADUVI is an online Home and Living shopping platform that helps interior design enthusiasts discover inspiring home decor items and furniture. They offer about fifty thousand products for consumers in The Netherlands, Belgium, and Germany.

NADUVI partners with more than three hundred select premium brands, distributors, and manufacturers. These include international powerhouses and major Dutch brands such as Zuiver, Dutchbone, Rivière Maison, Goossens, and Riverdale.

NADUVI's innovative e-commerce platform provides its partners with a direct channel to consumers. They can showcase off-price merchandise and give high-quality interior products a second chance to be sold. This way consumers can buy stylish home products at significant discounts while manufacturers can sell redundant stock and reduce write-offs and waste.

'We want to continue our growth momentum to offer consumers an even better experience, expand our team, and partner with more premium interior brands. Our ultimate goal? Be the number one in Europe.'

Itai Gross, Founder and CEO of NADUVI



NADUVI has already achieved significant performance milestones. They completed two funding rounds, won numerous awards such as 'Best Starter' and 'Webshop of the Year,' expanded internationally, and experienced outstanding growth in their order volumes.

Now they are rapidly transitioning from start-up and scale-up to a solid e-commerce business. With a growing team of more than one hundred ambitious young talents and a seasoned management team, NADUVI is ideally positioned to deliver on its promise to become Europe's most popular Home and Living outlet and launch exciting new propositions.





VACANCY

Business Development Manager

The Business Development Manager will facilitate NADUVI's ongoing impressive growth. They will enhance Business Intelligence capabilities to allow for better business steering and lead some of the company's key development projects. In their role, the Business Development Manager will work closely with peers from all areas of the business and with NADUVI's Management Team.

In terms of Business Intelligence, the Business Development Manager will provide data-driven insights that help to illustrate and improve NADUVI's overall performance. They will improve data-driven decision-making through dashboarding and conduct complex analyzes to aid high-level decision-making. Areas to analyze include developing a business case for free shipping, and the bottom-line return of the company's daily deals.

The Business Development Manager will also be responsible for a wide range of projects that impact the company's growth. This can range from simplifying key processes such as the return flows to guiding new country launches in France or Denmark. They will lead these projects from start to finish. This means making the right strategic decisions based on thorough analysis to the actual implementation and, finally, the business handover.

The Business Development Manager will be at the center of decision-making. They will contribute to developing one of the fastest-growing e-commerce companies in Europe while enjoying regular exposure to senior management and learning everything about the industry. And it won't stop there. The Business Development Manager will be well-positioned for steep career growth at NADUVI, just like their predecessor.



Our new Business Development Manager will enjoy the autonomy and freedom needed to initiate and execute projects vital for our growth.

Bart Dingjan, COO of NADUVI

Interested? NADUVI has appointed Top of Minds to fill this vacancy. To express your interest, please contact Jessica Lim at jessica.lim@topofminds.com.

