



VACANCY

# Strategic Commercial Manager

## Requirements

- Over 5 years' expertise in project management
- Consulting background
- PMO skills
- Commercial excellence

 **Rotterdam**  **Minimum of 5 years experience**





**Caldic develops and markets sustainable solutions for life sciences and specialty chemicals. With a presence in over twenty countries, they have grown significantly in recent years. The Strategic Commercial Manager will help professionalize the commercial organization in Europe by implementing concrete initiatives and appropriate tooling.**







## ABOUT THE COMPANY

# Caldic

**Every day, Caldic touches the lives of thousands of people. They do this by developing and marketing innovative and sustainable solutions in life sciences and specialty chemicals for the food, pharma, personal care, and industrial markets.**

With their leading presence in Europe, North America, and Asia-Pacific, Caldic's strengths lie in their combined global network and local expertise. They've grown rapidly as an innovation-driven organization. Today, they employ about 2,300 people worldwide and earn total annual revenues of approximately €1.8bn. Recently, Caldic was acquired by Advent International, one of the largest independent private equity firms with €100bn assets under management.

Caldic operates in more than twenty countries worldwide, with a decentralized structure. This is how they can think globally and act locally. Their culturally rich and diverse workforce represent many backgrounds and cultures — and offer different working styles and personalities. But they all share the same common purpose. To thrive in a corporate culture that encourages employees to focus on creative solutions, and develop them by working closely with customers and suppliers.







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# Strategic Commercial Manager

**The Strategic Commercial Manager reports to the Commercial Director of Europe as their right hand, identifying and driving initiatives to achieve commercial excellence. They will influence and contribute to deploying Caldic's European Commercial Strategy plan. In turn, they also identify concrete steps to help professionalize Caldic's commercial activities. One example is to ensure the ongoing, proactive use of the CRM tools to translate business needs, which are the backbone for business development.**

The Strategic Commercial Manager enjoys a standalone role in the European commercial organization. They will interact with stakeholders company-wide who are involved in the relevant initiatives. This role will also reach out to different verticals, achieve progress, and inspire colleagues to implement changes. That's why sufficient independence and ownership to identify and drive initiatives will be key to this role's success.

They will perform robust quantitative analyses and track the initiatives' progress in a structured format. The manager will design reporting templates and then support and challenge teams to properly adopt and use these templates.





This role offers an ideal exit opportunity for a commercial talent who wants to join a fast-growing, impactful organization. At Caldic, they will enjoy all the freedom and flexibility needed to pursue their professional goals. In addition, the Strategic Commercial Manager will develop their vision to support the company's strategic ambitions. And after a few years of solid performance, they can be promoted with concrete, career growth opportunities at Caldic. ■



**“The Strategic Commercial Manager will be valued for implementing projects with strategic significance. This role has a steep learning curve and may, in time, lead to a senior management position within Caldic.”**

**Michel Dewael, Commercial Director Europe of Caldic**

**Interested?** Caldic has appointed Top of Minds to fill this vacancy. To express your interest, please contact Vivian den Dekker at [vivian.dendekker@topofminds.com](mailto:vivian.dendekker@topofminds.com).

