



**SIMON  KUCHER**

VACANCY

# Senior Director Transaction Services

## Requirements

- Over 8 years of work experience
- Background at a top-tier Strategy Consulting firm
- Experience with commercial due diligence
- Entrepreneurial
- Experience in leading high-performing teams

 **Amsterdam**  **Minimum of 8 years experience**



**Simon-Kucher is a renowned global consulting firm that has shown staggering growth over the past decade. The Transaction Services Lead will shape, lead, and grow the company's new proposition in the Dutch market: Commercial Due Diligences. The position is well-suited for an experienced Strategy Consultant looking for an entrepreneurial challenge.**





## ABOUT THE COMPANY

# Simon-Kucher

**Simon-Kucher helps its clients address strategic topics such as revenue growth, pricing, digital, marketing, and sales. Its ultimate measure of success is the success of its clients. That's why the consultancy tailors every project to the specific needs of its clients. With solutions made to last, Simon-Kucher boosts its clients' revenues and profits – faster, better, and more sustainably than anyone else.**

Simon-Kucher is a globally recognized brand with over two thousand employees across forty-two offices in twenty-seven countries. The Amsterdam office opened in 2008, and its six Partners and around sixty Consultants serve the Dutch market across all industries, with a key focus on Consumer Goods, Industrials and TMT (technology, media, and telecom).

Simon-Kucher has quadrupled its global revenues in the past ten years and is one of the fastest-growing strategy consulting firms in the world. To continue its growth, the firm is expanding its focus to address the commercial due diligence requirements of its private equity and corporate clients, helping them invest in the right businesses. The consultancy has huge ambitions with this newly created Transaction Services proposition, both internationally and in the Netherlands.



VACANCY

## Transaction Services Lead

**The Transaction Services Lead will shape the new commercial due diligence business in the Netherlands. Main responsibilities include building, growing, and leading the Transaction Services team and developing, marketing, and selling the proposition in the Dutch market. The Transaction Services Lead will be supported by the Partner team in the Amsterdam office and by Mark Maitland, the UK-based Head of Transaction Services who oversees Simon-Kucher's Transaction Services efforts in the UK and the Netherlands.**

The Transaction Services Lead will own the new proposition in its full breadth: from marketing, business development, and recruitment of a dedicated team to project delivery and building and maintaining client relations. Target clients are mainly mid- to large-cap PE funds, with many of which Simon-Kucher already has strong ties. The Transaction Services Lead's core focus will be commercial DDs with investment theses mainly revolving around growth. They will also collaborate with other parts of Simon-Kucher on (cross-border) projects and support clients with related challenges.



Building, leading, and coaching the team is one of the primary responsibilities of the Transaction Services Lead. They will support the team throughout project execution and take on an active role in creating high-quality output. The Transaction Services Lead will manage the workstreams, develop the main deal hypotheses, build the workplan, and storyboard and present compelling presentations to their clients to guide their decision-making.

The position provides the chance to build a business from the very beginning in an entrepreneurial environment where they will get full ownership and experience a steep learning curve. The Transaction Services Lead will be commercially responsible for the success of the team in Amsterdam and, if they deliver on the company's expectations, have the opportunity to make Partner. ■



**Interested?** Simon-Kucher is working with Top of Minds to fill this vacancy. To express your interest, please contact Catherine Visch at [catherine.visch@topofminds.com](mailto:catherine.visch@topofminds.com).



**“The Transaction Services Lead can leverage the global expertise of our firm and our strong network and brand name within PE. They will get the opportunity to launch something completely new but without the risk involved in running an actual startup.”**

- Mark Maitland, Partner and Head of Transaction Services