



VACANCY

(Senior) Industrial Strategy Manager

Requirements

- MSc/Ph.D. in physics, electronics, mechatronics, or other (technical) engineering degrees
- MBA degree (nice to have)
- Top-tier consulting background
- Experience with semiconductors or high-tech industries
- Relationship management
- Deal-making
- Multiple openings at different levels (up to Associate Partner/Principal)

 Veldhoven  Minimum of 8 years experience



ASML is the only firm in the world capable of making the highly complex equipment to manufacture the most advanced chips. The Industrial Strategy and Sourcing Strategy department is a perfect landing spot for a Strategy Consultant looking for a high-impact role with lots of exposure and exciting next steps.





ABOUT THE COMPANY

ASML

As the world-leading manufacturer of chip-making machines, ASML enables its customers to develop ever faster, smaller, cheaper, more energy-efficient, and more powerful computer chips.

ASML is a catalyst for innovation, pushing the boundaries of what's technically possible. By shining very narrow beams of light onto silicon wafers treated with photoresist chemicals, their machines can create intricate patterns, thus forming transistors. This process is known as lithography: an art ASML has been perfecting for thirty-seven years.

'For ASML, 2022 was another strong year ending with total net sales for the year of €21.2 billion, gross margin of 50.5% and a record backlog at the end of 2022 of €40.4 billion.'

Peter Wennink (CEO ASML), January 25, 2023

They are currently the only manufacturer in the world creating high-volume machines with extreme ultraviolet (EUV) capabilities, a step-up from the deep ultraviolet (DUV) machines.



The company is headquartered in Veldhoven, the Netherlands, and employs nearly forty thousand people worldwide, spread across over sixty offices in sixteen countries. In 2022, ASML's net sales added up to over twenty-one billion euros.

Industrial Strategy team

ASML's lithography systems consist of over a hundred thousand parts, nearly all manufactured by suppliers. With the vast majority of parts sourced externally, the Industrial Strategy department is key to success. The industrial strategy is the integral end-to-end supply chain strategy covering make/buy, develop where (Technology Strategy), manufacture where (Manufacturing strategy), source where (Sourcing strategy) and Service/Repair where (Service Strategy). The scope is all ASML platforms, modules, and parts.

The department counts fifteen experts with a strong track record in technology, market intelligence, sourcing strategy, strategic deal making, business models and representing a wide range of cultures and backgrounds. The department has multiple openings at different levels.





VACANCY

(Senior) Industrial Strategy Manager

The (Senior) Industrial Strategy Manager is responsible for the corporate make/buy strategy, covering areas such as Optics, Light Sources (Lasers...), Ceramics and Glass, Layout Products, Machine Conditioning (Gas, Liquide, Temperature), Mechatronics & Mechanics, and Electrical Sourcing. That means preparing and presenting proposals to the Board of Management/ Executive Committee to decide which technical and manufacturing competencies ASML should develop in-house – including technology and product roadmaps: what manufacturing competencies to build, what supply chain to put in place, what capacity to add, and how to support the customer –and which should be developed by the external ASML ecosystem of universities, research centers, and the landscape of suppliers. Also, they decided which Industrial Strategy should be made for each ASML location. Fundamentally, this defines the identity of ASML.



Impact

These proposals that the (Senior) Industrial Strategy Manager designs and implements can have a double-digit impact on the Total Cost of Ownership of the system and product design. The make/buy proposals will be created throughout the Product Generation Process and beyond, starting in the Research phase and the beginning of each new Product Platform. Make/Buy-projects for existing activities often lead to sensitive situations concerning the alteration of work allocation, jobs, and people, like what consultants encounter when restructuring organizations.

Collaboration

For every make-decision, the (Senior) Industrial Strategy Manager will work with Technology and/or Manufacturing to make it happen. This person will develop the Sourcing Strategy for every buy-decision with the responsible Category Manager and all cross-sector stakeholders (Technology, Operations, Business Lines, Finance, and Legal). This includes aspects such as shaping the supply base and developing the external ecosystem of suppliers; balancing long-term supply capacity with expected market requirements; preventing strategic lock-ins; optimizing deal structures to improve long-term relationships with strategic suppliers. The (Senior) Industrial Strategy Manager will report to Mark van Spall, Head of Industrial Strategy, and have frequent exposure to senior leadership and the Board of Management.



Deep expertise

To create these proposals, the (Senior) Industrial Strategy Manager requires technical expertise, knowledge of what is available and possible in the ASML ecosystem, understanding of the sourcing perspective, and deal-making skills. The (Senior) Industrial Strategy Manager will always look for new/alternative technologies, knowledge institutes, and suppliers.

Strong career outlook

The Industrial Strategy team is a proven landing spot for top-tier consultants, enabling them to secure a promising career path within ASML. In recent years, several members have successfully transitioned from firms such as Roland Berger, EY-Parthenon, and KPMG. Some stayed; others have grown into Category Management, Product Marketing, Strategic Sourcing, Corporate Strategy, and leadership positions in business lines such as EUV, DUV, or APPS. ■



Interested? ASML has appointed Top of Minds to fill this vacancy. To express your interest, please contact Ana Moya Morales at Ana@topofminds.com.



Making an ecosystem work together to create leading-edge technology is where ASML excels. The Industrial Strategy and Strategic Sourcing Experts play a pivotal role in the internal and external network to make this happen. A great role to learn and grow.

Jan Keller (ex-Kearney), Member of the Executive