



ADVARIO

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VACANCY

Senior Strategy Manager

Requirements

- University degree
- 4+ years' experience in Corporate Strategy and/or Strategy Consulting
- Strong project management skills with experience in coordinating and managing de-centralized, interdisciplinary teams
- Excellent communication & presentation skills
- Fluent in English

Rotterdam **Minimum of 4 years experience**



Advario is a leading global player in the energy storage industry. Sustainability is at the heart of all its activities and aligned with shareholder objectives. The company has ambitious growth objectives, and the (Senior) Strategy Manager works on strategic projects and assists the CEO and MT. This is an exciting opportunity for a hands-on strategy manager to impact the company's strategy and growth in the years to come.





ABOUT THE COMPANY

Advario

Advario is a global player in the energy storage industry with an ambitious growth strategy. The company was carved out of Oiltanking GmbH and aims at playing a critical role in the energy transition by embedding ESG and sustainability across its entire operation. Since 2022, there is greater momentum for the energy transition than ever before, and Advario feel the responsibility of ensuring that energy is both made available and decarbonized at the same time.

Advario is serious about making a positive impact. The company has a clear strategy to protect the environment, reduce waste and make a positive contribution to society. They aim to use energy and raw materials efficiently, avoid environmental pollution, promote awareness among their employees and drive impact along the value chain. Their three strategic pillars are to be Net Zero by 2040 latest, to earn sustainable revenues from new non-carbon products and renewable fuels, and to improve communities through CSR programs and employee volunteering. Their ambition to double its business by 2030 while still adhering to these values is at the core of Advario's DNA.

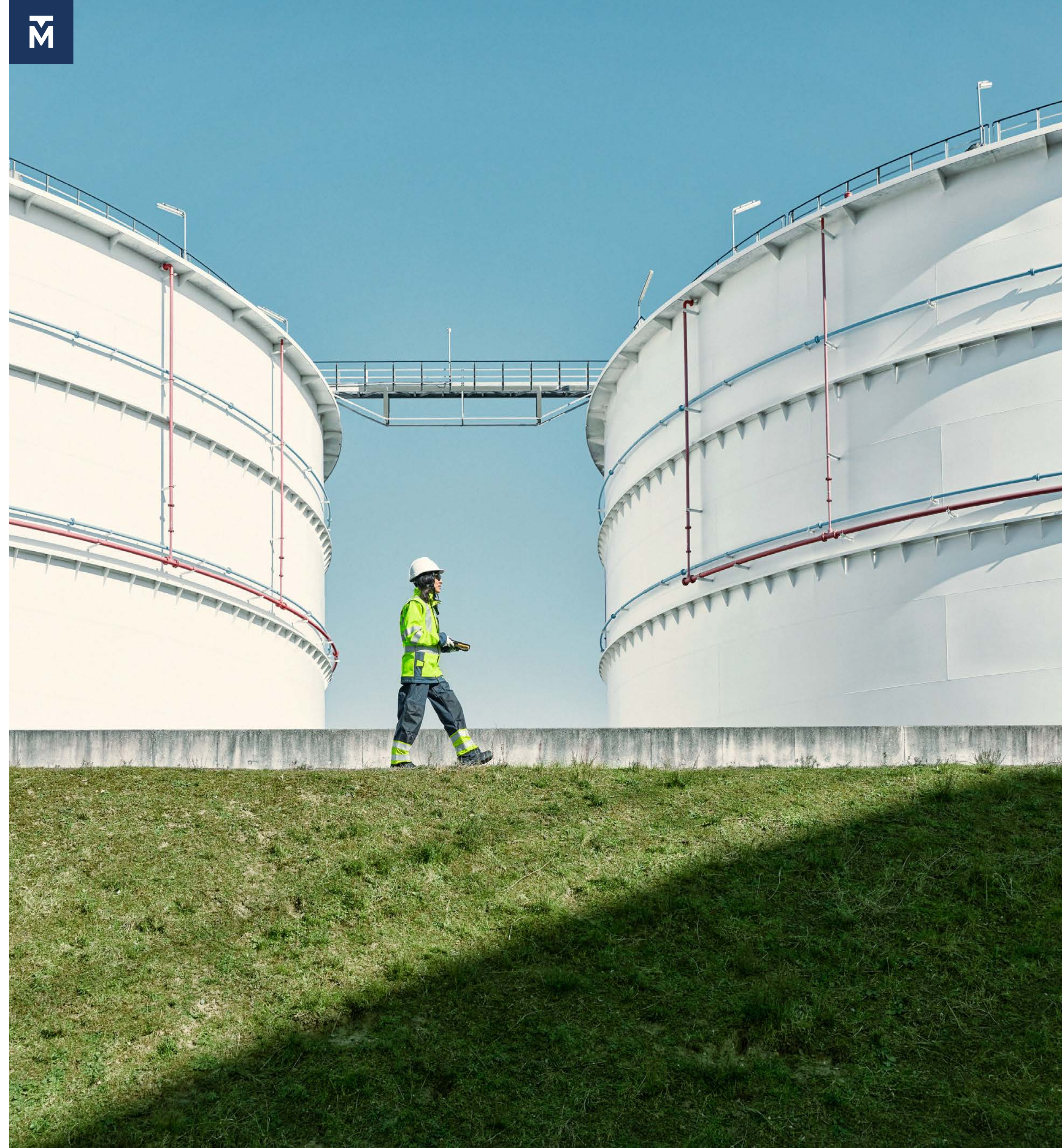
Advario is headquartered in Rotterdam and operates 13 terminals in Europe, China, Singapore, Middle East, and the United States. The company takes a focused and collaborative approach, together with its partners across the industry, to find storage and logistics solutions. Building on 50 years' family-





owned business history, Advario consists of a team of 1,200 experts from all around the world.

“ESG is at the heart of all our activities and aligned with our shareholder objectives. Advario is a portfolio company of privately-owned Marquard & Bahls, whose vision it is to be a leading ethical investor in the energy sector.”
– Bas Verkooijen, CEO





VACANCY

ADVARIO
Partners for progress

(Senior) Strategy Manager

Advario is building up the Strategy, Portfolio & Sustainability team, which is dedicated to realizing the company's ambitious growth objectives through market consolidation and strategic partnerships. The (Senior) Strategy Manager works on the strategic parts of potential M&A deals together with the M&A Managers, and leads and delivers core strategy projects end-to-end. This could be a greenfield project in new energy. For example, hydrogen storage is a very different and high-CAPEX business compared to fossil fuels, and requires complex strategic analysis on the implications for Advario's position on the value chain.

The (Senior) Strategy Manager also collaborates with the teams in the terminals around the world to assure the local strategies are implemented successfully and adjusted adequately when needed. Local clusters seek to maximize their asset value both through existing business and through brownfield opportunities. For example, the latter may require developing an expansion business plan for land available in the terminals' vicinities. The (Senior) Strategy Manager must be able to work autonomously and interact independently with all levels of stakeholders through an adaptive communication style. Overall, with the Strategy, Portfolio & Sustainability team consisting of 8 FTE, the (Senior) Strategy Manager has a lot of responsibility from the beginning, reporting directly to the team's Senior Vice President.



Moreover, the (Senior) Strategy Manager works close with the CEO/management team and supervisory board. This involves preparing and accommodating meetings and building the presentations for the supervisory board on behalf of the CEO. It is therefore essential to be very structured and able to tell the story right, both orally and in Powerpoint.

This is an excellent opportunity for a strategy manager with an autonomous and hands-on attitude to join a global energy storage and logistics company and be at the helm of its growth into new and more sustainable operations in the years to come. Also, the role offers interesting growth perspective, as the (Senior) Strategy Manager can further develop into the Business Development or M&A team, or move up into a role at one of the terminals or newly acquired companies.

The role of (Senior) Strategy Manager is based in the headquarters in Rotterdam, Netherlands. At the same time, the company offers significant flexibility in terms of working location (onsite/from home) and working hours.■

Interested? This client works with Top of Minds to fill this vacancy. To express your interest, contact Imke Peters at imke.peters@topofminds.com.




“We work on greenfield and M&A growth projects, and brownfield plans for existing businesses. These times are very exciting, and the market keeps moving. We have to be flexible, sometimes we put one project on hold to jump on another opportunity or we work on projects in parallel.”

Eduardo Vianna, Senior Strategy Manager