

VACANCY

(Senior) Industrial Strategy Manager

Requirements

- MSc/Ph.D. in physics, electronics, mechatronics, or other (technical) engineering degrees
- Background in top-tier strategy consulting
- Passionate about advanced technology
- Relationship management
- Multiple openings at different levels (up to Associate Partner/Principal)

📍 Veldhoven 🧳 Minimum of 5 years experience

ASML builds unique machinery that enables its clients to produce state-of-the-art microchips. The (Senior) Industrial Strategy Manager defines ASML's industrial footprint, including sourcing and manufacturing. The role offers high impact, frequent exposure to members of the Board of Management, and regular interactions with the senior leadership of suppliers.





ABOUT THE COMPANY

ASML

Microchips are the beating heart of modern technology. From smartphones to cars and medical equipment to data centers, all devices we use for work, travel, and entertainment rely on microchips. ASML invents and develops the technology and machinery the world's leading chipmakers – such as Intel and Samsung – use to mass-produce their chips. The company's state-of-the-art lithography technology, which uses light to print microscopic patterns on silicon, enables manufacturers to increase the value and reduce the production cost of a chip.

“Our technology powers innovation worldwide. We enable groundbreaking technology to solve some of society's toughest challenges. We change the world, one nanometer at a time.”

Peter Wennink, CEO

The lithography leader is headquartered in Veldhoven, The Netherlands, and employs forty thousand people in sixty offices across sixteen countries. In 2022, ASML's net sales exceeded twenty-one billion euros. The company expects to continue its impressive growth (about twenty percent year-on-year) with an anticipated annual turnover between thirty and forty billion euros by 2025.



(Senior) Industrial Strategy Manager

ASML's complex lithography systems consist of over hundred thousand parts, nearly all sourced from external suppliers. The Industrial Strategy department develops and implements the end-to-end supply chain strategy, safeguarding an efficient and continuous production process. The department currently has multiple openings for Industrial Strategy Managers at different levels

The two main responsibilities of the (Senior) Industrial Strategy Manager are:

- Designing and implementing the corporate make-or-buy strategy, including the manufacturing footprint (make where) and sourcing approach (buy where);
- Preparing and presenting make-or-buy proposals for monthly decision-making meetings in ASML's Industrial Policy Board, chaired by the CTO.

The scope of the (Senior) Industrial Strategy Manager will span the full breadth of the organization and all technological areas, among which, Optics, Mechatronics & Mechanics, and Electrical Sourcing. They will have a broad responsibility – hundreds of millions of euros in annual sourcing spend – and will be the sole point of contact for make-buy proposals within their scope. The (Senior) Industrial Strategy Manager will be internationally focused and travel occasionally. They will report to the Head of Industrial Strategy, Mark van Spall, who reports to two members of the Board of Management: directly to Frédéric Schneider-Maunoury (COO) and dotted to Wayne Allen (Chief Strategic Sourcing & Procurement Officer).


The (Senior) Industrial Strategy Manager will develop the footprint strategy for technology development, manufacturing, sourcing, and customer support. This includes landscaping the supply base, balancing long-term capacity with expected market requirements, preventing strategic lock-ins, optimizing deal structures, and scouting for new suppliers. In designing and implementing the supply strategy, they will work closely with stakeholders across the organization, such as Category Management, Technology, Operations, Manufacturing, R&D, Finance, and Legal.

The position involves frequent interaction with ASML's senior leadership. The (Senior) Industrial Strategy Manager will develop, own, and present proposals to members of ASML's Board of Management. Preparing these discussion documents will require running cross-functional project teams (ten to twenty FTE) with VP and SVP team members and aligning on the impact on, e.g., financials, personnel, and the strategic roadmap. The (Senior) Industrial Strategy Manager will need to combine a solid data-driven and analytical approach with superior stakeholder management skills to generate support from all stakeholders involved and the communicative abilities to deliver the recommendations with authority.



The Industrial Strategy department is a proven landing spot for top-tier strategy consultants (e.g., from McKinsey, BCG, and KPMG). The role is an excellent fit for professionals interested in broadening their consultancy skillset with commercial qualities. As the (Senior) Industrial Strategy Manager will have regular interactions with senior managers from all functions and profit centers, the role offers great follow-up opportunities. Over the past decade, numerous team members successfully transitioned, for example, towards Category Management, Corporate Strategy, and leadership positions in one of the business lines (EUV, DUV, or Applications), 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 is working with Top of Minds to fill this vacancy. To express your interest, please contact Roland Vetten at roland.vetten@topofminds.com.



“As (Senior) Industrial Strategy Manager, you will learn about the ins and outs of our business and build a strong network. The role combines analytics and strategy with relationship management and other commercial aspects, making it a perfect place to kickstart a career within ASML”

Mark van Spall, Head of Industrial Strategy