



**ADVARIO**

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VACANCY

# Market Intelligence Manager

## Requirements

- Minimum 5 years of market and business intelligence or research experience
- Experience in traditional (oil, gas) and renewable (biofuel) energy
- Fluency in English

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





**Advario is a leading global player in energy storage with plans to double in business size by 2030. They also play a key role in energy transition by embedding ESG and sustainability company-wide. The Market Intelligence Manager drives strategic decision-making and market leadership with insights that support Advario's clean energy success for years to come.**







## ABOUT THE COMPANY

# ADVARIO

Partners for progress

## Advario

**Advario is a global player in the energy storage industry with an ambitious growth strategy. The company was founded through Oiltanking GmbH and plays a critical role in energy transition by embedding ESG and sustainability company-wide. Since 2022, there has been increased momentum for energy transition, and Advario's vision is to ensure that energy is made available and decarbonized at the same time.**

Advario will make a significant impact based on its clear strategy to protect the environment, reduce waste and make a positive contribution to society. They efficiently use energy and raw materials, 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 at the 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 maintaining these values is at the core of Advario's DNA.







Headquartered in Rotterdam, The Netherlands, Advario operates thirteen terminals in Europe, China, Singapore, Middle East, and the US. They use a collaborative approach with partners across the industry to find storage and logistics solutions. Building on fifty years as a family-owned business history, Advario employs 1,200 experts from all around the world.

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







VACANCY

## Market Intelligence Manager

**The Deal Execution team is part of Advario's Growth organization that reports to the Chief Growth Officer. As the umbrella team for Advario's centralized business development activities, it has three teams: pipeline management, financial modeling, and market intelligence. The Market Intelligence Manager is part of this team and transforms facts and conclusions into insights and advice for Advario's global business development activities.**

This includes defining and preparing reports and insights that target specific audiences within the organization. The Market Intelligence Manager is its thought leader, with a keen outlook on shifts in markets and products, regulations, and geo-politics, for example.

In addition, this role manages and answers ad-hoc internal requests about markets and products, while providing input for business development managers and commercial managers' business cases. To succeed in this varied role requires a hands-on attitude and strong prioritization skills.

The Market Intelligence Manager coordinates data gathering from multiple channels including market studies and reports, subscriptions, conferences, research, and their network. They will also further develop Advario's market intelligence activities by developing an internal intelligence network and an



external customer network with market intelligence and research teams to co-create and share industry information. The Manager will also present insights during interactive company events and attend company conferences and external events. Strong interpersonal and stakeholder management skills are crucial for this role to succeed.

This is an excellent opportunity for an experienced market and business intelligence or research manager with a proactive attitude to join a global energy storage company and empower its market leadership in the future of clean energy.

The Market Intelligence Manager will be based in the Rotterdam headquarters. Meanwhile, the company offers significant flexibility to work in the office as well as remotely. ■



**Interested?** Advario is working with Top of Minds to fill this vacancy. To express your interest, please contact Frederique Duijnstee [frederique.duijnstee@topofminds.com](mailto:frederique.duijnstee@topofminds.com).



**“The Market Intelligence Manager conducts and coordinates research into, say, sector trends, competitions, technological developments, and market growth, for all global teams. Therefore, this role is key for Advario’s strategic decision-making and success story.”**

**Tobias Thomsen, Vice President Deal Execution of Advario**