

Head of M&A and Business Development



Our client is an established leading player in the Global Food marketplace. We are now seeking to attract an individual to lead M&A and Business Development initiatives in order to deliver on the ambitious strategic growth plans identified by the organisation.

The Opportunity

The role will focus on identification, analysis and acquisition of M&A and JV opportunities in line with the business strategy, to increase the capability and innovation reach of the Company and in turn drive value for the business. The role will also focus on the development of new market opportunities, growth in existing markets and strategic relationships with International partners.

The role will have a significant input into new product development activities in line with market demand and will work closely with the leadership functions to ensure a rigorous and disciplined approach to capital allocation decisions.

The Individual

The individual will have a very high degree of energy, drive and passion to succeed as well as deep commercial acumen and strategic agility. Essential experience will include 10+ years in a similar role which involved identification, analysis and integration of business development opportunities, preferably in the international FMCG environment or M&A across industry. Experience in managing external relationships, including, banks, advisors, and partners is desirable.

Flexibility around travel & location is essential as this role will involve significant overseas and domestic travel. An entrepreneurial mindset, skilled negotiator and strategic thinker with a third level degree, preferably to Masters Level, in a Business related discipline, is required.

The Process

This represents an excellent opportunity for the successful candidate to influence the strategic direction of the organisation and to capitalise on global opportunities in relevant markets.

If the role is of interest to you, please feel free to make contact with

Tom Keane, Partner,
Lansdowne Executive Search Ltd,
tom.keane@lansdownesearch.ie,
or for a confidential discussion
please call Tom on +353 87 7413085



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