Vacancy at ASML

(Senior) Industrial Strategy Manager

ASML

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Requirements

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

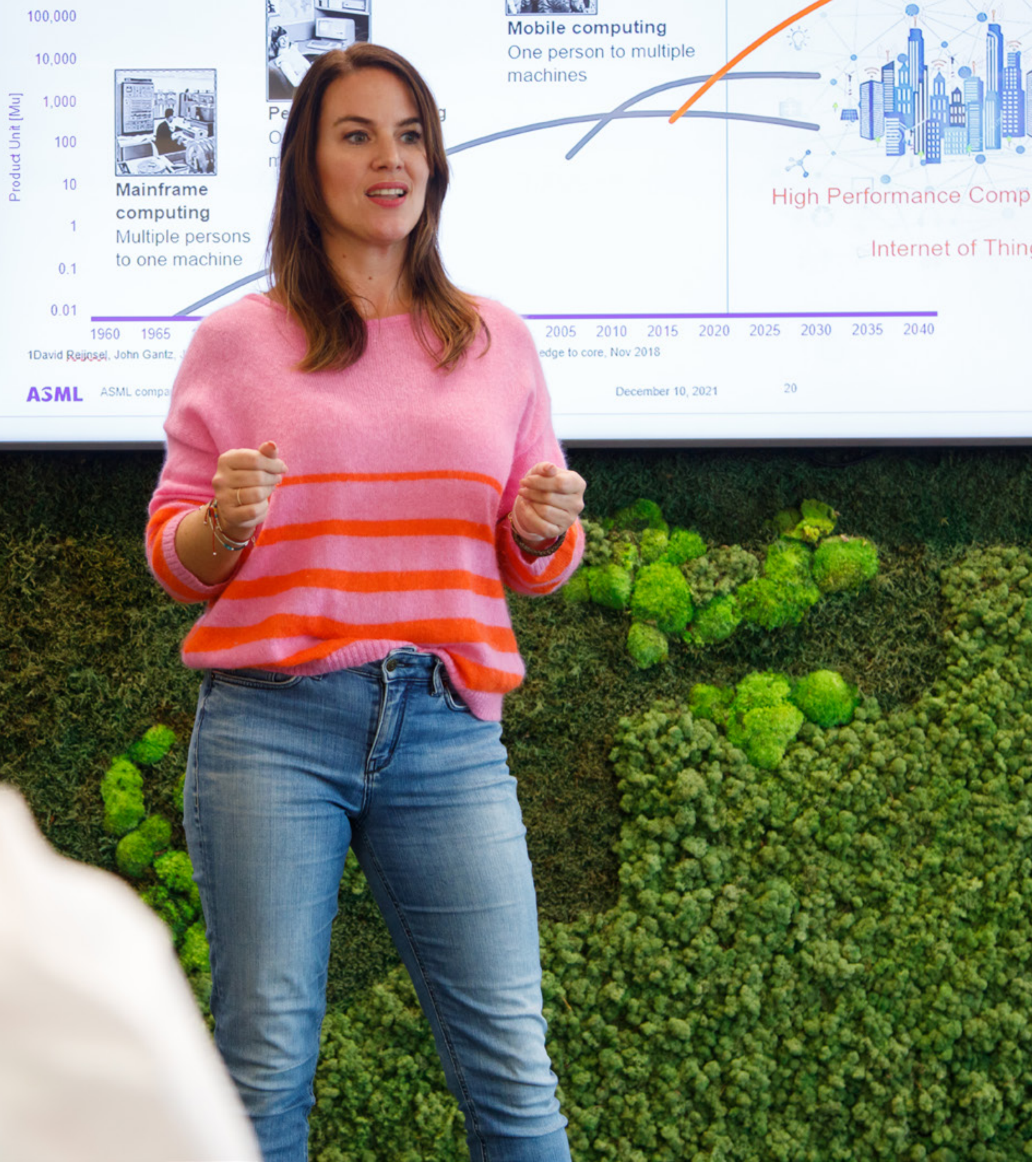
Veldhoven

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

About 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.

The lithography leader is headquartered in Veldhoven, The Netherlands, and employs forty thousand people in sixty offices across sixteen countries. In 2024, ASML's net sales exceeded twenty-eight billion euros. The company expects to continue its impressive growth (about twenty percent year-on-year) with an anticipated annual turnover between thirty and thirty five billion euros in 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 is responsible for the industrial strategy for all of ASML's products and for all of ASML's global design and manufacturing locations, including their supply chains. The goal of the department is to make sure ASML can execute its Innovation Roadmap and Market Volume Roadmap towards 2030 and beyond. Industrial Strategy currently has multiple openings for Industrial Strategy Managers at different levels.

The Industrial Strategy Managers will answer two key questions:

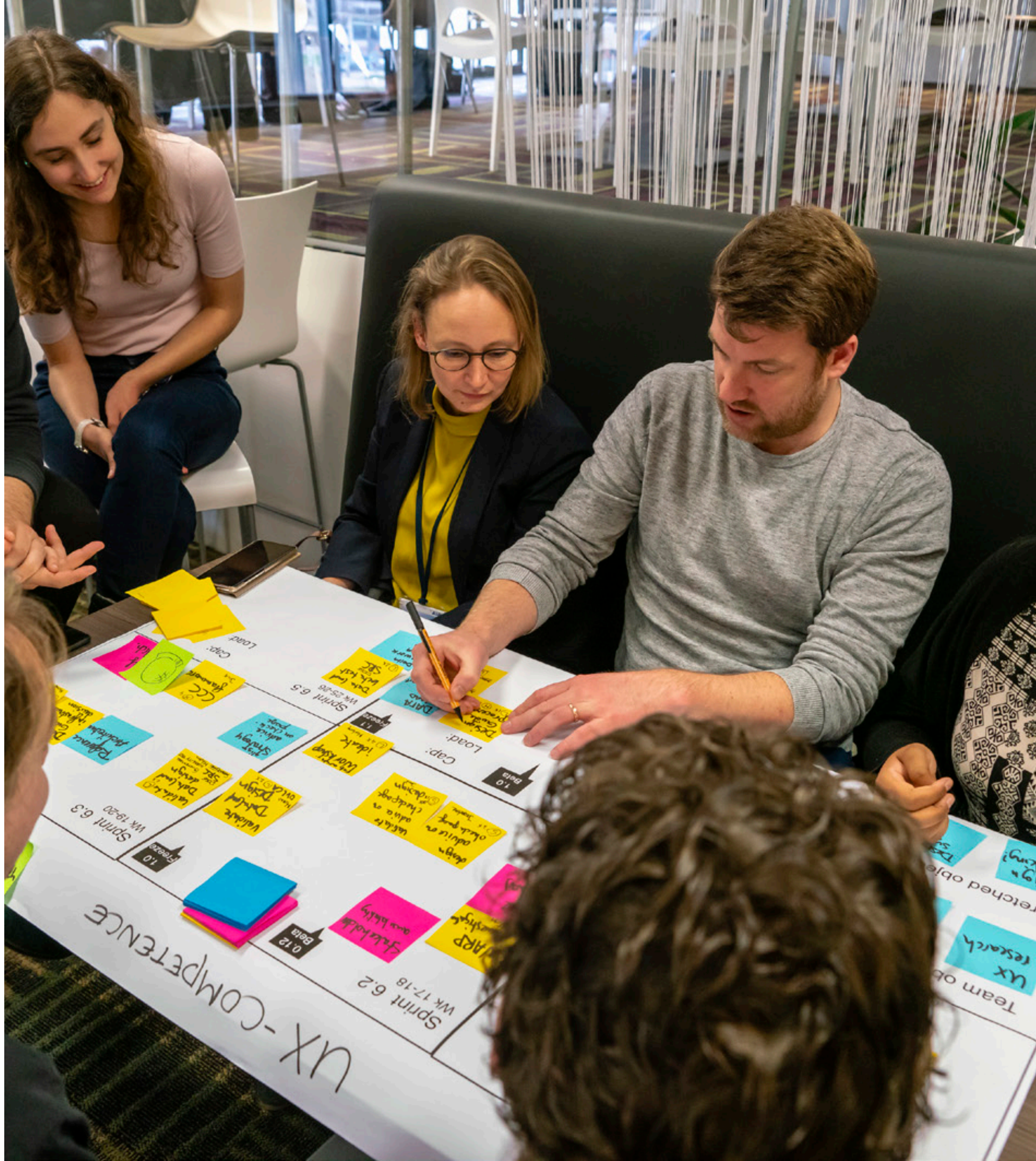
- What technologies and products should ASML develop and manufacture in-house (the 'make') and what should the company source from external partners and suppliers (the 'buy')?
- Where should ASML make or buy: at which of ASML's locations and from which worldwide partners and suppliers?

The Industrial strategy department spans the full breadth of the organization and all technological areas, among which, Optics, Mechatronics & Mechanics, and Electrical Sourcing. Each (Senior) Industrial Strategy Manager will focus on one technological area and develop into an expert for this technology. 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. The Industrial Strategy Department reports into two members of the Board of Management: directly to Wayne Allan (Chief Strategic Sourcing & Procurement Officer) and dotted line into Frédéric Schneider-Maunoury (COO).

The (Senior) Industrial Strategy Manager will develop the footprint strategy for technology development, manufacturing, sourcing, and Repair and Re-use. This includes landscaping the supply base, balancing long-term capacity with expected market requirements, preventing strategic lock-ins 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).



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.

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