

ExRobotics is the world's leading supplier of autonomous robots for industrial, potentially explosive environments. The company develops, assembles, sells and deploys these robots to survey unmanned, and/or remote installations (both on- and offshore).

ExRobotics is the only fully certified supplier of these robots and has developed a unique market position based on its knowledge and expertise. Its customer base contains multinationals working in the petrochemical and hydrogen processing industries. The use of ExRobotics' robots enables customers to ensure a more safe environment and provides improvements regarding, data collection and enrichment at a lower cost than conventional inspections.

ExRobotics works together with a number of selected partners, each adding their own specific knowledge and competences. The company was founded in 2017 and is currently in a scale-up phase. Meanwhile, the Rotterdam Port Fund has acquired a minority stake. In April 2022, ExRobotics relocated to a new production facility in Delft. At this site, 10 employees work together in a culture that exudes commitment, trust, togetherness and motivation.

Due to the introduction of an improved version of the existing robot, further growth is expected in the coming years, both in terms of turnover and number of employees. In order to realize this, both founders have decided to strengthen the management team with an

Operations Director

Pivotal in the realization of quantitative and qualitative growth!

As Operations Director you are a member of the Management Team and have the ultimate responsibility for the operational side of the business, consisting of: supply chain, assembly, deployment and back office teams. Together with the fellow board members you will define the business strategy and translate this into operational activities for the (annual) business plan and the 3 year outlook. You are ultimately responsible for the agreed operational performance, management of relevant financial and operational performance indicators and taking timely corrective action if needed. In this context, you are required to have an above-average financial background which enables you to validate the information provided.

Quality Assurance is crucial for ExRobotics. The Operations Director guarantees the quality of the product and ensures that processes, procedures and systems within Operations are carried out in accordance with the certification requirements.

From your experience within fast growing companies (preferably scale up) you are able to create the right framework and conditions with your teams to meet the expected growth while maintaining ExRobotics' quality and reputation for service excellence. The S&OP process is in good hands with you, allowing the company to work and plan more effectively.

In your role as Director you have managed multiple disciplines and you are known for being connective, inspiring and result-oriented. You are able to coach and support the team members, set the right priorities and help the team to solve complex issues..

You will recruit and onboard new team members and it goes without saying that you will create a safe working environment.

As Operations Director you are also responsible for maintaining relationships with key suppliers and supply chain partners and for making sure they provide the agreed performance. You have the

commercial sense to ensure customers get the service they need. You have an excellent sense for stakeholder management and understand how to build and maintain great working relationships!

ExRobotics is a small, dynamic organization, in this position it is critical that you are able to separate the primary and secondary challenges that the company is facing and that you maintain the right balance between them. You will be involved in company-wide projects such as the implementation of initiatives from the Business Development Director (e.g. an in-house track assembly facility or an assembly partner in South East Asia), or the development of new products in cooperation with the Technology Lead.

The Operations Director role is a versatile and dynamic role within a small organization with great potential in an international setting. The position requires a combination of both a general overview and a hands-on mentality.

The founders of ExRobotics are explicitly looking for a colleague with the potential and ambition to possibly succeed them.

You will report to the CEO. You will be based in Delft, but do not object to periodic travel.

Your profile

- Completed technical/business education at HBO/Academic level;
- Some years of experience in managing operational multi-disciplinary teams within a technical production environment, ideally scale-up;
- Experience within company with high quality standards and managing and administering quality systems;
- Experience with certification within technical environment;
- Strong international experience incl. building and maintaining partnerships;
- Organizer, able to set the right priorities and establish a seamless operation with attention to detail;
- Technical insight, understand the type of business, the technology and applications without necessarily being a “techie”;
- Impactful leader, connector and coach, averse to status;
- Hands on manager with a flexible mindset;
- Fluent in English.

What do we offer?

- Excellent salary, in line with the size and ambitions of the company;
- Solid benefits;
- Company car;
- Performance-related incentive schemes in consultation
- A wonderful multidisciplinary role within a rapidly growing company with an international presence and opportunities for advancement.

Interested?

If you recognize yourself in this profile and are interested, please send your resume and motivation in English to: werving@kruger.eu stating Operations Director ExRobotics.

In case you have any or require additional information, please contact Frank van der Hagen or Wouter van Tienhoven at 010- 212 19 22. Closing date for this vacancy is 4 May 2022.

An assessment will be part of the recruitment procedure.