



VACANCY

Digital Transformation Manager

Requirements

- Over 5 years of work experience
- Background in Management Consulting and/or (Fin)tech
- Experience with a digital go-to-market approach in B2C
- Innovative
- Project management
- Entrepreneurial mindset

📍 Capelle aan den IJssel 📁 Minimum of 5 years experience



Supported by PE investor Blackfin, Blauwtrust – known for De Hypotheker and Quion – is committed to rapid expansion. The Digital Transformation Manager will be responsible for one of the company's key strategic growth drivers. They will develop and implement innovative digital products and services, working closely with senior leadership.



Blauwtrust Group

Blauwtrust Group provides high-quality financial services and products to the Dutch mortgage market. The company caters to consumers as well as brokers and investors. Blauwtrust Group consists of multiple subsidiaries – with more than eight hundred employees in total – that operate the entire value chain: from management and administration to in-house advisory offices. These subsidiaries include:

- De Hypotheker – the largest independent mortgage broker in the Netherlands. This franchise network has 178 branches across the country, with more than a hundred thousand advisory sessions and thirty thousand mortgages annually.
- Quion – a business partner for major financial institutions like ABN AMRO, Achmea, Allianz, BNP Paribas, and NIBC. The company handles all the processes surrounding the generation and management of mortgages and consumer loans for its clients. Quion has more than eighty billion euros under management.
- DMPM – a fast-growing platform that offers institutional investors and asset managers, at home and abroad, the opportunity to invest directly in Dutch residential mortgages. The company has an active portfolio worth more than eleven billion euros.
- Conneqt – a company that develops and maintains several private and white-label mortgage brands, e.g., Hypotrust, IQWOON, and HollandWoont, in collaboration with investors like Aegon, Goldman Sachs, and DELA.
- Romeo (acquired early 2022) – founded in 2015, the subsidiary offers services and software to financial advisors.



"We see plenty of opportunities that Blackfin will help us bring about. These include strategic, commercial, and operational improvements and reinforcements in our management and transformation teams."

Ferdinand Veenman, Group CEO

In January 2022, Blackfin Capital Partners became the majority shareholder of Blauwtrust Group. Blackfin is a leading European PE investor specializing in financial services. The investor operates out of offices in Paris, London, Frankfurt, Brussels, and soon Amsterdam. Blackfin is an active investor, supporting management teams to take their companies to the next level. With Blackfin's support, the newly appointed Blauwtrust Group's leadership team is committed to building a pan-European service provider and fintech player in the mortgage market through organic growth, strategic transformations, and M&A.



Digital Transformation Manager

The Digital Transformation Manager will be responsible for inspiring digital growth, a vital element of Blauwtrust Group's expansion strategy. They will identify opportunities and convert them into functioning products and services. The Digital Transformation Manager will lead project teams in their development of MVPs and contribute hands-on to Blauwtrust Group's digital advancement. They will report to the Group COO and work with the company's leadership team and the MTs of the subsidiaries.

Initially, the Digital Transformation Manager will focus on De Hypotheker, the subsidiary with the strongest B2C focus. They will develop and implement new features, closely collaborating with De Hypotheker's management team and the company's IT function. In time, the Digital Transformation Manager will shift their attention to other subsidiaries in the Netherlands and internationally.

The Digital Transformation Manager will work with a lot of Blauwtrust's senior leaders: the investors from Blackfin, the Group CEO, COO, and CIO, and the management teams of the subsidiaries, particularly those with digital responsibilities. They will get the opportunity to contribute to the strategic course of Blauwtrust Group, especially regarding its approach to digital, and drive its implementation.

The Digital Transformation Manager will become part of a dynamic and fast-paced working environment. The involvement of Blackfin will accelerate Blauwtrust Group's growth and ensures that great ideas get recognized and will receive the resources they need to come to fruition. In this context, the Digital Transformation Manager will get the freedom to bring innovation and – together with the team – lead the company's digital evolution. ■



“With Blackfin’s involvement and the growth stage we are in, there never is a dull moment. To be successful, our new Digital Transformation Manager should get energized by this setting, have a flexible mindset, and be comfortable with ambiguity.”

Erik Hupperets, Group COO

Interested? Blauwtrust Group is working with Top of Minds to fill this vacancy. To express your interest, please contact Vivian den Dekker at vivian.dendekker@topofminds.com.

