

Vacancy at Werksta

M&A Manager

 **Werksta**



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Requirements

- Over 6 years of experience
- Track record in completing end-to-end transactions
- Strong financial-analytical skillset
- Affinity for the automotive and service sectors
- Entrepreneurial, scale-up mindset

In just ten years, car damage repair chain Werksta has grown from two workshops to over one hundred locations throughout the Nordics. The recent move into the Netherlands marked the start of an exciting new chapter for the PE-owned company. With a dedicated M&A Manager on board, Werksta is all set to accelerate its expansion across the Netherlands.

📍 Den Haag

About Werksta

Werksta is the largest independent car damage repair chain in the Nordics. Since its founding in 2015 by Swedish investment fund Procuritas, the company has grown from just two workshops into a network of more than 115 locations across Sweden, Finland, Norway, and, as of last summer, the Netherlands. From the very beginning, mergers and acquisitions, alongside establishing new workshops, have been at the heart of Werksta's growth, shaping the company's DNA and fueling rapid expansion. Its core business focuses on car damage repair, ranging from minor cosmetic fixes to complex, high-value restorations of heavily damaged vehicles. Large insurance clients make up the core of Werksta's customer base, alongside fleet owners such as leasing companies and car rental firms. Today, the group employs around two thousand people and generates roughly four hundred million euros in revenue.

Last summer, Werksta took a major step in its European expansion by entering the Dutch market through the acquisition of Den Elzen, a well-established local damage repair business. This step mirrors the buy-and-build strategy that has fueled Werksta's success in the Nordics. The Dutch market, highly fragmented and ripe for consolidation, represents far more than a first foothold – it serves as a long-term growth engine and a launchpad for future expansion across Europe.





M&A Manager

Werksta is bringing the buy-and-build strategy that conquered the Nordics to the rest of Europe, applying the same proven playbook: each country is led by a Country Managing Director who carries full P&L responsibility and deep local knowledge. Last summer, this approach paved the way for a confident and strategic entry into the Dutch market.

Through the acquisition of Den Elzen, Werksta took ownership of nine workshops, located around The Hague, Rotterdam, Breda, and a few other locations in the southwest of the country. Over the next three years, the aim is to triple that footprint to at least thirty workshops as a first step in expanding the network in the Netherlands. To turn this ambitious plan into reality, Werksta is bringing in a dedicated M&A Manager to guide acquisitions from early-stage assessment to final handover.

The M&A Manager drives the full process – scouting and engaging target companies, steering internal decision-making, preparing letters of intent, managing financial due diligence, and coordinating with legal advisors and external stakeholders – before Operations steps in for integration. Close collaboration with the Dutch country Managing Director and country CFO, the Head of Operations, the Group M&A Director, and other international M&A teams ensures that every deal stays on track. Depending on business needs, the role may also involve supporting adjacent topics outside the core M&A scope, such as financial analysis, controlling, or integration-related initiatives, offering broader exposure to the operational and financial side of the organization. On a typical week, this person spends around three-quarters of their time at the Den Haag office, while the rest is spent in the field meeting prospects, visiting workshops, and building relationships across the market.

This position suits a seasoned M&A professional with a strong track record and proven expertise, who is also keen to continue developing within an environment that offers hands-on support and direct exposure to the CEO, CFO, and the private equity owner.

“The Dutch market offers tremendous opportunities for growth. Tripling our footprint is just the beginning. Joining Werksta now means jumping on a fast-moving train – a unique chance to grow with the company and help shape our journey.”

▪ **Martin Sakari, Group CFO**

This role is well-suited for a driven professional with hands-on experience across the full M&A lifecycle, capable of leading (complex) transactions independently from start to finish. With both the pace of acquisitions and the company's ambitions running high, this environment allows the ideal candidate to thrive and grow alongside a fast-moving, ambitious organization.





Interested?

Werksta is working with Top of Minds to fill this vacancy.
To express your interest, please contact Catherine Visch at
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