

Vacancy at Electra

# Country Manager Netherlands

# ELECTRA



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## Requirements

- Over 10 years of experience
- In EV charging, mobility, infrastructure, or multi-site environments such as retail real estate
- Building and scaling operations from early stage
- Experience managing multi-site operations and physical

 Amsterdam

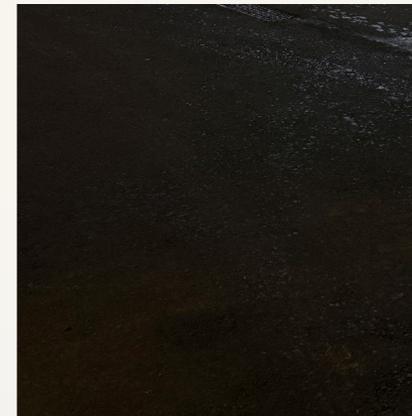
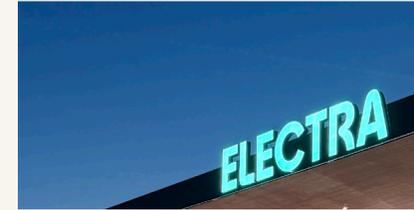
**Electra is on its way to becoming Europe's fast-charging market leader, scaling a network of high-power stations that make charging as quick and simple as filling up the tank. The Country Manager realizes the company's growth ambition in the Netherlands by building the network, team, and partnerships to win in one of Europe's most competitive EV markets.**

# About Electra

Since 2021, Electra has been rethinking electric vehicle (EV) charging to be more reliable and user-first. The European fast-charging specialist runs high-power stations that can add hundreds of kilometers of range in about twenty minutes, giving drivers back their time on the road. The company's mission is clear: making cities cleaner and quieter by tackling the biggest obstacle to electric mobility – easy, fast, dependable charging. Electra keeps the experience simple with an intuitive app, Autocharge and transparent pricing, so a charging stop becomes a short, predictable break rather than a source of stress.

In just a few years, Electra has become one of Europe's fastest-growing charge point operators. Its network already includes hundreds of stations and thousands of fast-charging points across ten countries, with a clear ambition to reach around 8,000 high-power charging points in the next five years. The Netherlands is a key part of Electra's strategy, with plans to develop a hundred fast-charging stations and 600 charging points by 2030. To fuel this rollout, Electra has raised 600 million euros from long-term partners such as PGGM Infrastructure Fund and other institutional investors committed to the energy transition.

Electra's growth is fueled by an international team headquartered in Paris, with offices in Amsterdam, Lyon, Brussels, Milan, Zurich, Vienna, Madrid, and Munich. More than 220 specialists from diverse backgrounds bring together expertise in infrastructure, technology, mobility, and retail. They work in cross-functional teams and share a culture that values passion, simplicity and bold ideas – giving every colleague a chance to help create cleaner, quieter cities and impact the future of electric mobility in Europe.





# Country Manager Netherlands

**The Netherlands is one of Electra's most strategic - and most demanding - EV markets. The Country Manager Netherlands leads the expansion and operations of the Dutch business, growing it from roughly ten stations today into a dense nationwide network by 2030. They own the full P&L and growth plan for the country, deciding where Electra invests, which locations and partnerships to prioritize, and ensuring the network performs seamlessly day to day.**

Commercially, the focus is on business growth and network expansion. The Country Manager builds and maintains a robust pipeline of pre-qualified sites and turns it into a balanced portfolio of stations. They use data on traffic flows, EV adoption, network capacity, and competition to decide where to deploy capital and in which order. Long-term partnerships are a key lever. The country manager structures compelling deals with supermarkets, hospitality groups, commercial real-estate owners, and fleet operators. They lead complex negotiations and tenders that can unlock dozens of sites at once rather than growing location by location.

Operationally, the Country Manager makes sure stations are built and run to Electra's standards. They work with the local team and central Operations to secure connections, deliver projects on time, and keep uptime, charging speed, and user experience high. Navigating the Dutch network-congestion context is a core part of the job. The Country Manager builds strong relationships with distribution system operators such as Alliander, Stedin and Enexis and masters permitting and regulatory requirements. They also explore solutions like smart charging, flexibility services, or storage where relevant. With full P&L responsibility, they model profitability site by site before committing, steer pricing and utilisation, and look for additional revenue and margin levers within the evolving Dutch and European regulatory framework.

“ *The Netherlands is one of the most mature EV markets in Europe. We need a leader who truly believes Electra can make a difference here – someone who brings a clear vision, energizes the team, and has the network to build long-term partnerships with major retailers.*”

▪ **Louis-Charles Mosseray, General Manager Benelux**

Reporting to the General Manager for the Benelux, the Country Manager leads the Head of Business Development and the Head of Operations as well as the rest of the ten-person Dutch team. They continuously develop the team and grow it across commercial, project, and support roles as needed. Based in Amsterdam, the Country Manager travels regularly across the Netherlands and occasionally to the headquarters in Paris or to other European markets.

In a market where network constraints, competition, and regulation can slow progress, the Country Manager keeps energy and focus high: setting clear priorities, celebrating wins, and helping the team see momentum even when projects take time. Their deep understanding of the Dutch market and its specifics makes them a credible sparring partner for both the team and European leadership. They translate Electra’s strategy into pragmatic choices for the Netherlands and bring the team along with a clear vision, open communication, and a calm, resilient leadership style.

This is an exciting opportunity for a people-oriented leader who combines optimism with grit. The Country Manager enjoys energizing teams, turns setbacks into focus, and is equally comfortable shaping the strategy and rolling up their sleeves. At home in an entrepreneurial scale-up environment, they are as passionate as the rest of their team to contribute to the energy transition in the Netherlands by helping Electra grow.





## Interested?

Electra is working with Top of Minds to fill this vacancy. To express your interest, please contact Annelijn Nijhuis at [annelijn.nijhuis@topofminds.com](mailto:annelijn.nijhuis@topofminds.com) or Marlies Hoogvliet at [marlies.hoogvliet@topofminds.com](mailto:marlies.hoogvliet@topofminds.com).



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