



VACANCY

# Director of Operations

## REQUIREMENTS

- Minimum of 10 years' experience
- Operations strategy development and implementation
- Primary focus on Technology
- Business intelligence
- Analytic thinker
- Based in Amsterdam
- Willing to travel throughout Europe





**Verra Mobility is a global leader in smart transportation and road safety. The Director of Operations will roll out their successful US business model in Europe, beginning in France. The Director will guide all the operations, the violation management process, develop relationships with tolling authorities, and spearhead technology for a more efficient, paperless process. In other words: a high-impact role at the heart of the business.**







## ABOUT

# Verra Mobility

Verra Mobility (NASDAQ: VRRM) focuses on making life safer, easier, and more connected for their customers and the communities they serve. As a global leader in smart transportation, they connect people, technology, and data across the smart mobility ecosystem. Their customized technology solutions solve complex transportation challenges. They have a global presence in more than 15 countries, and extensive partnerships with leading toll authorities, rental car fleet companies like Hertz, Enterprise, Sixt, and municipalities. This positions them as a recognized leader in the smart mobility space.

Verra Mobility provides their Commercial Services customers (including rental car companies, fleet management companies, and large fleet operators) with technology to help them manage tolls, violations, and vehicle registrations, as well as outsource the collection of drivers' parking fines. Their Government Solutions customers consist of municipalities, school districts, and other entities. They install, maintain, and manage leading technology that positively impacts driver behavior and enhances road safety such as red light, speed, and bus lane cameras. A poignant example is CrossingGuard, a school bus stop arm solution that incorporates all of the services required to successfully reduce illegal school bus passing, from the installation and maintenance of security cameras to event processing, payment, and court support. It is violator-funded so there are no upfront costs. What's more: it is proven to be highly effective in protecting children as they travel to and from school. As cities become smarter and mobility becomes more complex, connected, and automated, Verra Mobility makes life safer and easier on the road ahead.



## Verra Mobility

Verra Mobility has a large US presence and their new international team in Amsterdam will launch successful services beginning in France. They already laid the groundwork with fine collection and forms of registered companies using transponders to 400 European companies. In 2019, they focused on tolling for B2B and direct-to-consumers in Madrid. Now, Verra Mobility is hiring a Director of Operations to really hit the road running in Europe.

**"This is a really exciting time to join the organization, especially in our European market, which has a start-up energy and fast-paced mindset. Our US customers are asking for us to provide them with the same services across Europe. This role and business has tremendous growth opportunity for Verra Mobility as a whole."**

**Tsjerk Roelfzema, General Manager, SVP Europe**

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# Director of Operations

Director of Operations is a high-impact role, leading the European expansion of a proven business. As part of the international management team, the Director will oversee all the current operations in France as well as developing relationships with third parties to expand to different categories and countries. The Director of Operations will focus on technology, e.g. spearheading the development of more efficient, paperless processes. The position will have the support of Verra Mobility's remote UK team who process the fines.



## VACANCY

The key responsibilities for this role are to:

1. **Lead UK fine-processing team** which includes overseeing all operations as well as gain insights into who owns the vehicles and their related companies.
2. **Grow tolling management business** by guiding and forming strategies with local operations managers and the violation management process.
3. **Oversee the process of tracking** and increase the number of transponders installed in rental cars while correctly matching their license plates.
4. **Develop relationships with tolling authorities** to monitor the effectiveness of Verra Mobility's spend and define ways to optimize this process.

The Director of Operations combines a strategic mind with analytical thinking and business intelligence to succeed. Based in the Amsterdam office at least two days per week, this role requires some traveling throughout Europe.

## Interested?

Verra Mobility 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).



**“We own our mistakes, take control of things, move forward quickly and collaborate together. There are no individual efforts. We work together and win together, as a team.”**

**– Tsjerk Roelfzema,  
General Manager, SVP Europe**