



VACANCY

Senior Strategy & M&A Manager

Requirements

- Minimum of 8 years' experience
- Consulting combined with in-house Strategy or Business Development
- End-to-end M&A processes
- Technology and SaaS
- Analytics
- Problem-solving
- Comfortable in a hypergrowth environment

Amsterdam Minimum of 8 years' experience



Miro is a hyper growth scale-up. The company built an online collaborative whiteboard platform used by over 20 million people. The Senior Strategy & M&A Manager enables future success by defining critical strategy and managing end-to-end M&A processes. The role offers close cooperation with senior executives, strong development opportunities and sizeable impact.





ABOUT THE COMPANY

About Miro

Miro is a leading online collaborative whiteboard platform that brings teams together, anytime, anywhere. The scale-up has developed the perfect platform to support remote collaboration – real-time and asynchronous – without any concessions in terms of creativity or productivity. During the Covid-19 pandemic, Miro’s technology enabled co-creation as never before.

The platform offers a broad range of applications tailored toward specific interactions. From building and developing ideas as if you were in the same room to supercharging agile processes with collaborative retrospectives, sprint planning and huddle boards; and from explaining complex processes and systems with visual mapping and diagramming to producing engaging remote meetings and workshops. The platform has over 20 million users worldwide (a number growing by the day) and is a trusted partner for global companies such as Dell, Cisco, Deloitte, Okta, Shopify and many more. In fact, 95 percent of the Fortune 100 companies use Miro.

With over 900 employees across eleven locations – San Francisco, Los Angeles, Austin, New York, Amsterdam, Berlin, Munich, London, New York, Tokyo and Sydney – the company has a strong international profile. The scale-up is growing as fast as possible. Key growth drivers are building the best product, hiring talent and building the ecosystem. The ambitions are virtually limitless, supported by a strong push for organic growth and strategic acquisitions.

Senior Strategy & M&A Manager

The Senior Strategy & M&A Manager will work directly with senior management to define the strategy and build and execute Miro's M&A process to execute the overall product strategy. They will build strategic narratives, source and evaluate M&A targets and streamline post-acquisition integrations.

The Senior Strategy & M&A Manager will work closely with the CEO and CPO and report to the Head of Operations. Like all employees of Miro, the Senior Strategy & M&A Manager is eligible for co-ownership in terms of company stock options.

The Senior Strategy & M&A Manager will manage the end-to-end M&A process. They will contribute to the formulation of the product strategy and recognize inherent technological requirements. Next, they will scan the market for potential targets, assemble a pipeline and construct a framework for decision making, e.g. on target selection and build/buy/partner options. The Senior Strategy & M&A Manager constructs shortlists and orchestrates deal execution, supported by teams such as Corporate Development, Product, Engineering, Finance, Legal, People and others. After deal finalization, they are involved in managing and tracking the integration of the acquired business.

In terms of strategy, the Senior Strategy & M&A Manager will lead a variety of projects, ranging from promoting product growth and exploring new revenue models to identifying and evaluating business development opportunities. They will build and maintain dashboards, develop and track key metrics and report progress to the CEO and other senior executives.

The day-to-day responsibilities of the Senior Strategy & M&A Manager are diverse and dynamic. They will work alongside the CEO, the CPO, the Head of Operations and other senior leaders to drive projects from inception to delivery and boost Miro's growth. The position presents a front-row seat to how to lead and grow a company. At the same time, it offers extensive visibility, impact and opportunities for personal and professional growth.



Interested? Miro works with Top of Minds to fill this vacancy. To express your interest, contact Martine Francken at martine.francken@topofminds.com.



“The Senior Strategy & M&A Manager oversees complex processes vital to our success. We – senior leadership – support and coach them throughout, making it a great learning opportunity and platform for future professional growth.”

Grisha Pavlotsky, Head of Operations