



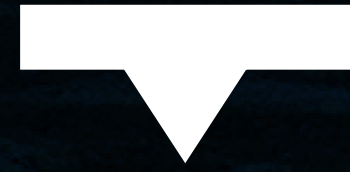
VACANCY

# VP of Business Development & Alliance Management - Europe

## Requirements

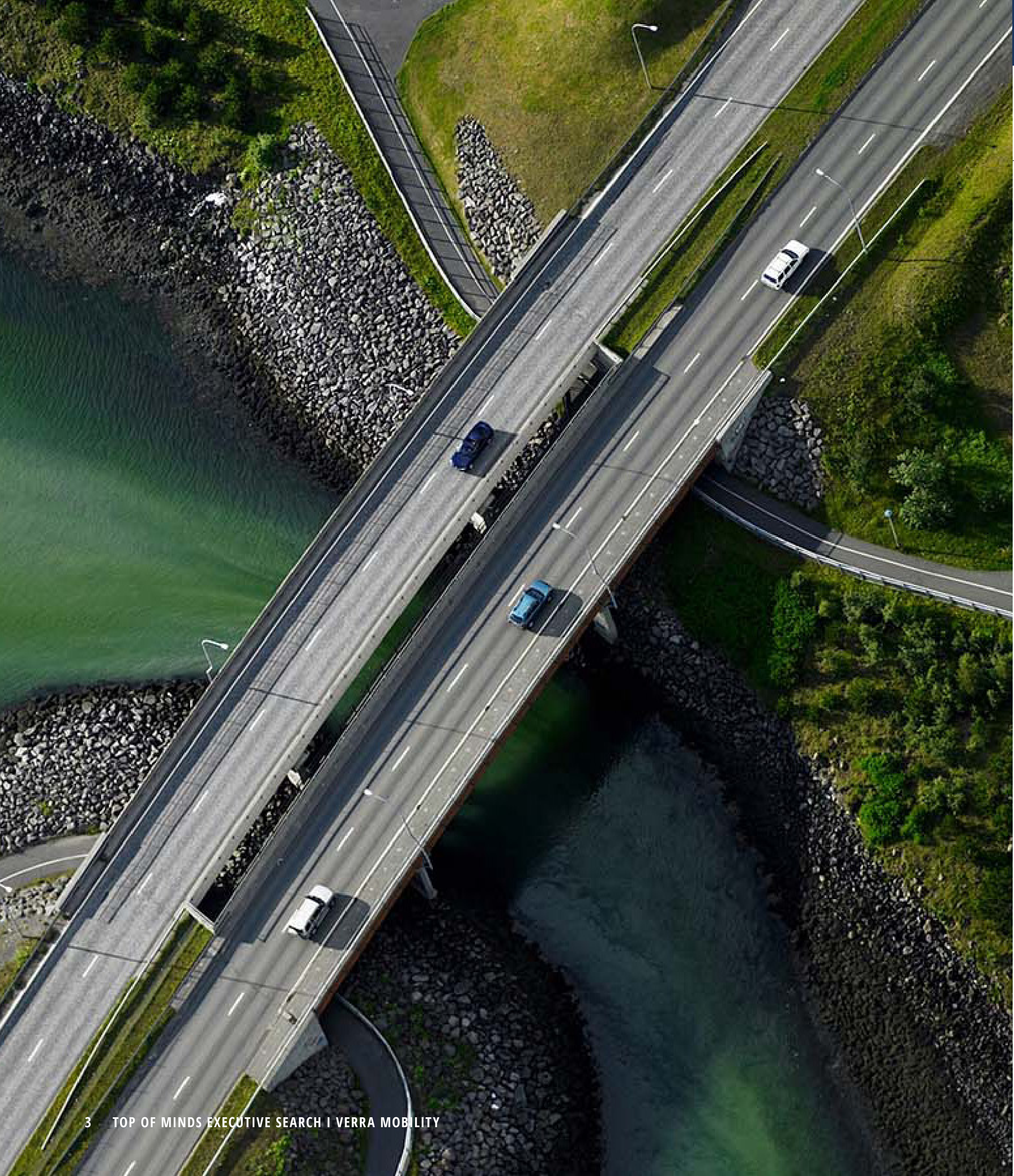
- Bachelor's degree in Business or Technology
- 12+ years expertise managing complex, global partnerships and alliances in the mobility industry, cloud & SaaS business, or industrial IoT
- Proven track record of partnership creation and management in Europe
- Experience with business process outsourcing (BPO) business models
- M&A background (identification, evaluation, integration)
- Excellent English language skills, and French, Italian, or Spanish language skills are strongly preferred

Amsterdam Minimum of 12 years' experience



**Verra Mobility is a global smart transportation and road safety leader. They connect people, technology, and data across the smart mobility ecosystem. The Vice President (VP) of Business Development and Alliance Management – Europe will develop and expand its partnerships and strengthen their existing markets.**





## ABOUT THE COMPANY

# Verra Mobility

**Verra Mobility (NASDAQ: VRRM) makes life safer, easier, and more connected for their customers, in 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. Verra Mobility provides specialized technology for Commercial Services customers, from rental car and fleet management companies to large fleet operators. Their services help them manage tolls, violations, vehicle registrations and outsource drivers' parking fines.**

Their Government Solutions customers include municipalities, school districts, and more. They install, maintain, and manage the technology that positively impacts driver behaviors and enhances road safety with red light, speed, and bus lane cameras.

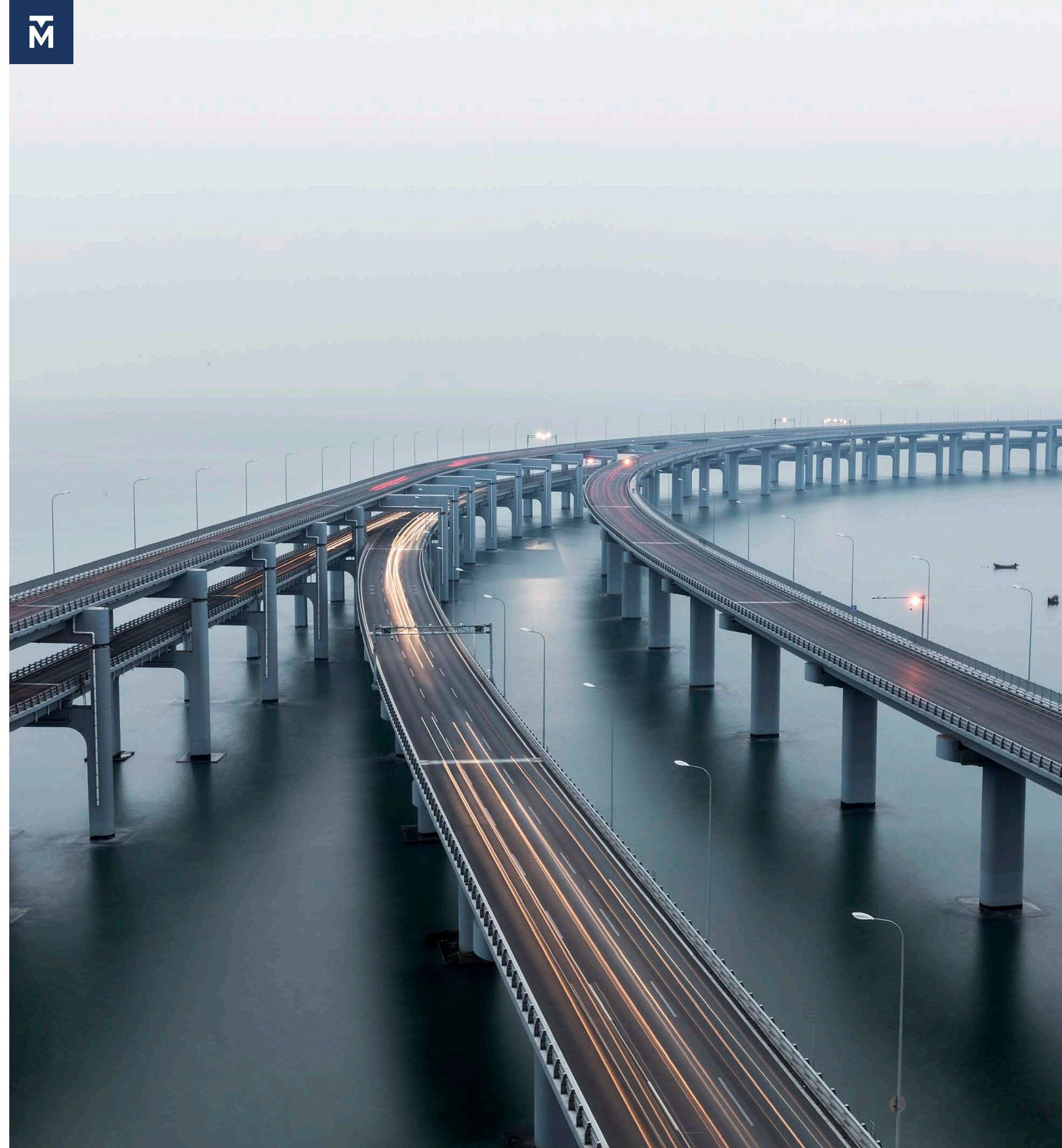
Verra Mobility has an international presence in fifteen countries and represents twenty-two languages. They've developed partnerships with major toll authorities, rental car fleet companies like Hertz, Enterprise, Sixt, and government municipalities. Launched in Arizona, USA the company has European headquarters in Amsterdam, The Netherlands, and offices in London, Madrid and Budapest. The international team successfully launches products and services in the UK, Ireland, Spain, Portugal, Italy, Hungary and the Nordics.





## Culture

Verra Mobility is a rapidly growing, entrepreneurial company with a people-first philosophy and approach. The team lives and helps customers based on their four core values — Do What’s Right, Lead with Grace, Win Together, and Own It. As Verra Mobility enters a significant growth phase, both organically and through acquisition, they will continue to be the undisputed market leader within the smart mobility domain.





VACANCY

# Vice President (VP) of Business Development & Alliance Management – Europe

**The VP of Business Development and Alliance Management Europe is part of the Commercial Services business unit and responsible for business development, alliance management and inorganic growth assessments in Europe.**

For business development, this role will identify new partnerships to expand Verra Mobility's Europe business as well as establish a process for consistent partnership identification and advancement. Alliance management details authorities and industry associations. This role will establish and develop relationships, drive mutually beneficial initiatives, and conduct quarterly meetings to align company goals.

As Verra Mobility operates its business with key alliance partners, nurturing these existing relationships and identifying opportunities to bring them additional value is crucial in this role. That's why the VP of Business Development and Alliance Management – Europe will collaborate with customers to learn their pains. And as an expert in the complexities of tolling and fining processes, this role will support customers with existing Verra Mobility services or develop new solutions, which creates added value for everyone.



In addition, this role help to evaluate M&A opportunities and integrate all areas of their efforts. The VP of Business Development & Alliance Management – Europe is aware of market trends, can read the competitive landscape, and identify new opportunities. The VP may propose a list of targets and discuss the the types of opportunities with the European Management Team, as well as potential investments and their business impact. The position reports to the General Manager of Europe and will be a member of the European Management Team.

The role of Vice President of Business Development and Alliance Management Europe covers the European market and requires about thirty-five percent travel. This is an excellent opportunity for a self-starting, seasoned VP of business development or partnerships who enjoys networking to join a fast-growing, entrepreneurial company and solidify existing markets as well as expand to new ones. ■



**Interested?** This client works with Top of Minds to fill this vacancy. To express your interest, contact Gijs Millaard at [gijs.millaard@topofminds.com](mailto:gijs.millaard@topofminds.com) om te laten weten dat je interesse hebt in deze vacature.



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

**Tsjerk-Friso Roelfzema, General Manager, SVP Europe of Verra Mobility**