



Vacancy

Solution Architect





HeadFirst Group is an innovative market leader in HR tech services. They are a private equity-owned international HR service provider and certified as a 'Great Place To Work.' HeadFirst has a vision to create a transparent and balanced labor market, and are looking for a **Solution Architect** to play a crucial role in their international Strategic Sales Team.

Requirements

- 3+ years' experience within solution design/architecture
- within the Tealent Solutions Space
- Data Driven and Strategic thinker
- Engaging communicator and speaker



Hoofddorp



Minimum of 3 years' experience



About the company

Headfirst Group

Since 1995, HeadFirst Group has connected professionals with clients, and continually streamlines and digitizes its processes. The company has organically grown from a brokering service provider into a major talent and tech solutions player. Today, HeadFirst Group's platform showcases assignments for professionals while simplifying the process for its suppliers.

Their unique selling proposition lies in the ability to advise clients based on platform-collected data. The company creates authentic personal connections through technology and envisions a future of a fair and transparent job market. Their HR solutions include managed services, recruitment process outsourcing, contracting, and HR consultancy. And they're all powered by innovative technology like AI, robotic process automation (RPA), and predictive analytics.

With more than 22,000 professionals working through HeadFirst Group daily, they generate an annual turnover of over two billion euros, and elevate HeadFirst Group beyond a traditional online platform. They offer training opportunities through Select Academy, along with financial, tax and insurance-related advisory services. Based in The Netherlands, and with 450 employees located across seven locations in The Netherlands and Belgium, HeadFirst Group has achieved a 'Great Place To Work' certification and is working towards a sustainability B Corp certification. Their short-term focus is on growth and continuing to expand its market leadership position. ▶





To help achieve their significant growth strategy, HeadFirst Group is looking for an experienced Solution Architect to play a crucial role in their International Strategic Sales Team. ▶





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The Solution Architect will be a key player in the recently established International Strategic Sales Team led by its Managing Director, Mark Dijkstra. He is people-oriented, and an engaging leader with a clear mandate to develop a winning team focused on strategic new clients in the profit sector. Working closely with Mark Dijkstra, the Solution Architect will engage with external clients, while internally, design industry-leading processes, delivery teams, and technology ecosystems.

Make a global impact

Operating in the international landscape, the Solution Architect will research specific markets, laws, and regulations that influence the company's outsourcing and brokering solutions. Their expertise will contribute to creating a fair and open labor market.

The Solution Architect will navigate complex clients needs, especially with major, international private clients. They will bridge the gap between client challenges and strategic solutions, and shape the future of HeadFirst Group as well as their clients' businesses, to contribute to further growth and success.

Architecting process, team, and technology

This role will act as a bridge between internal and external stakeholders. They will engage with clients while working internally to scope and design industry-leading processes, delivery team design, and the right technology ecosystem. They will collaborate with the sales leadership team, join client sessions, head workshops, ►

and prepare pitches. They will offer their specific knowledge, skills, and experience. They understand client business processes and demonstrate how HeadFirst's solutions add value. They have a deep understanding of various systems and how they can be integrated, including working knowledge of Vendor Management Systems (VMS).

The Solution Architect will be highly adaptable with a solid understanding of data and intelligence to analyze insights for designing solutions. They also have a keen awareness of market trends, changes in laws and regulations, and other factors that impact the Group's solutions.

Leading future talent solutions

This is an exciting opportunity for someone with a track record as a lead or supporting role in solution design, to help shape the future of HR solutions on an international scale. They can contribute to a more fair and balanced labor market, and enhance HeadFirst Group's growth and success by driving its program design, client engagement, and strategic solution communications. ■



Interested?

Headfirst Group is working with Top of Minds to fill this vacancy.

To express your interest, please contact Ian Dove at iandove@topofminds.com.

