



Vacancy

Manager of PMI & Strategy Execution



The Digital
Neighborhood



The Digital Neighborhood is a rapidly expanding European technology organization. It's made up of twelve distinct Cloud Technology companies – and growing. Thanks to its aggressive buy-and-build strategy, they acquire about four companies per year. The Manager of PMI & Strategy Execution oversees the successful onboarding, integration, and post-deal value creation process.

Requirements

- About 8 years of experience
- In consulting
- As well as experience in a corporate or entrepreneurial environment
- Experience with post-merger integration and/or a buy-and-build setting
- Project management skills
- Stakeholder management skills
- Hands-on mentality

 **Amsterdam**

 **Minimum of 8 years' experience**



About the company

The Digital Neighborhood

The Digital Neighborhood is a dynamic Cloud solutions company made up of independent tech firms that specialize in Microsoft Services. With a focus on data, applications, Cloud computing, and business intelligence, the technology community is at the forefront of creating a smarter and more agile, digital world.

They have offices in The Netherlands, Finland, Denmark, Germany and the Middle East, and thirteen hundred employees. The Digital Neighborhood – owned by private equity investor EMK Capital since 2020 – is poised for rapid growth through strategic acquisitions. ▶





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Manager of PMI & Strategy

As M&A is at the heart of the Digital Neighborhood's growth strategy, the Manager of PMI and Strategy Execution will have substantial support and a broad mandate for their initiatives. And their inorganic growth agenda is a pivotal part of the group's strategy. This role is central to creating a pan-European Microsoft Cloud Services provider by executing M&A and PMI initiatives.

Recently, there is more focus on businesses in Germany and the Nordics within the organization's M&A strategy. Every deal includes a comprehensive integration and value creation agenda, led by the Manager of PMI and Strategy Execution. They support the due diligence process and drive the entire onboarding and integration program post-closing to ensure tasks are completed, progress is monitored, and the roadmap is adjusted as needed. They also identify potential synergies, outline expected benefits, create implementation plans, and execute them.

To succeed in this role, the Manager of PMI and Strategy Execution liaises with business teams to make sure cross-selling opportunities and other synergies are implemented. They have many opportunities to capitalize on PMI within The Digital Neighborhood. The Manager works with autonomy to develop the value creation plan from scratch, and collaborates with Harman Korte, Director of Strategy and M&A. As this is a new role, they can truly shape it themselves. ▶



Stakeholder management

Aside from a strategic mindset and hands-on approach, strong stakeholder management skills are vital for this key role. With CEOs of acquired companies, the Manager of PMI & Strategy Execution is an experienced partner who easily gains trust and drives action. They engage with senior stakeholders across the Group and keep the right people involved and engaged. They also offer pushback while maintaining a respectful and collaborative relationship.

The Manager of PMI and Strategy Execution will join the M&A team of six FTEs, which is led by Director of Strategy and M&A, Harman Korte. This role will collaborate with practice leads and new CEOs. As they are fully dedicated to PMI, Harman Korte can further focus on M&A, which is expected to increase the number of future deals. Given the emphasis on international acquisitions, the Manager of PMI and Strategy Execution will travel regularly within Europe.

This role is independent and proactive, capable of working with entrepreneurs and achieving results through a collaborative approach. A structured way of working is crucial, given the cross-functional and cross-team nature of these programs, to ensure effective planning, steering, and follow-up.

Strong analytical skills are necessary to know what drives value in a buy-and-build environment, ensuring that onboarding and integration efforts focus on key priorities. ■



“One of their key focus points is to identify synergies across various areas within business practices, followed by implementing those opportunities. This role, which is both strategic and hands-on, will have a significant impact on the future of our fast-growing organization.”

– Harman Korte, Director of Strategy and M&A of the Digital Neighborhood

Interested?

The Digital Neighborhood is working with Top of Minds to fill this vacancy.

To express your interest, please contact Sophie Jansen at sophie.jansen@topofminds.com.