

Vacancy at TrueFullstaq

Sales Director



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Requirements

- Over 10 years of experience
- In enterprise B2B sales
- Experience in cloud infrastructure, DevOps, or fast-scaling technology environments
- Proven track record of closing complex, high-value deals
- Comfortable selling to C-level stakeholders and decision-makers
- Consultative, commercially minded dealmaker
- Entrepreneurial, self-starting, and execution-oriented

 **Amsterdam**

TrueFullstaq, a leading Dutch cloud-native services and consultancy company, is bringing on a growth-oriented Sales Director to lead enterprise sales and accelerate growth. Reporting to the Chief Commercial Officer, the Sales Director will drive high-value deals and strategic client relationships across the PE-backed Digital Neighborhood platform.

TrueFullstaq

TrueFullstaq is a fast-growing, Dutch cloud-native managed services and consultancy provider, on a mission to redefine managed services and consultancy. With a sharp focus on Kubernetes, cloud infrastructure, and edge computing, the company delivers high-impact solutions to a growing portfolio of clients, from pioneering digital agencies to global enterprises building next-gen AI and autonomous platforms.

Headquartered in the Netherlands and home to a one hundred and thirty-strong team of engineers, consultants, and innovators, TrueFullstaq operates at the cutting edge of technology. Combining deep technical know-how with a challenger mindset, the company has earned a reputation for solving problems others walk away from. With annual revenues approaching twenty-nine million euros, largely driven by recurring business, TrueFullstaq is scaling fast, both in scope and ambition. As part of the Digital Neighborhood, a private equity-backed collective of elite tech firms, TrueFullstaq leverages group-wide capabilities while remaining independent in culture and execution. Strategic partnerships with sister companies like iQuality enable it to deliver full-stack, cloud-native transformation programs with speed and precision.

The business is undergoing a bold transformation, moving from respected local hosting provider to European leader in cloud consultancy. With enterprise deals advancing and consulting capabilities expanding, it is ready to scale. TrueFullstaq now attracts a commercially sharp Sales Director to drive the next phase of growth by securing large-scale consultancy and IT infrastructure deals.





Sales Director

TrueFullstaq is shifting from mid-market hosting to high-impact Kubernetes and edge computing platforms. The Sales Director will play a key role in this transition, positioning the business as a trusted partner to enterprise clients. New business creation, closing complex infrastructure deals, and building deep, lasting client relationships all fall within the scope of this role. Reporting to the Chief Commercial Officer, the Sales Director leads enterprise sales across key verticals such as aviation, healthcare, and SaaS. Close collaboration with senior consultants, technical leads, and leadership ensures tailored, high-margin solutions built on Kubernetes, edge computing, and full-stack infrastructure.

In this highly commercial role, hunting, shaping, and closing complex deals ranging from thirty to one hundred and fifty thousand euros are central responsibilities. The Sales Director will engage directly with CIOs, CTOs, and procurement leads, owning the full sales cycle from first contact to final contract. Bringing structure to the sales approach, sharpening go-to-market strategy, and helping build a repeatable, performance-led commercial engine reinforce the strategic and operational impact of the role.

The ideal candidate blends consultative depth with sharp execution. Entrepreneurial and outcome-focused, they move confidently through complexity and know how to deliver results. Essential for success in this role are proven dealmaking skills, ease in C-level engagement, and the ability to manage complex, long-cycle sales processes – building momentum from zero along the way.

“This is a high-impact, high-opportunity, and high-visibility role, where commercial instinct, strategic focus, and technical credibility come together to drive real growth. No inbound leads. No playbook. It presents a rare chance to take the lead and build new business from the ground up, turning technical strength into market momentum.”

**Chris Baars,
CCO**

TrueFullstaq offers a fast-paced, entrepreneurial environment where commercial ambition and technical depth go hand in hand. Backed by private equity and part of the Digital Neighborhood group, the business is scaling rapidly across Europe. Based in the Netherlands, this role suits a senior sales leader with a track record in cloud, infrastructure, or rapidly expanding B2B technology, ready to take the lead and build something with real impact.





Interesse?

TrueFullstaq is working with Top of Minds to fill this vacancy.
To express your interest, please contact Gijs Millaard at
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