

Vacancy at TrueFullstaq

Head of Consulting



TrueFullstaq



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Requirements

- Over 8 years of experience
- Deep understanding of consultancy, secondment business models, and profitability levels
- Commercially savvy
- Entrepreneurial mindset
- Strong leader and team builder with strong interpersonal skills
- Pragmatic problem-solver

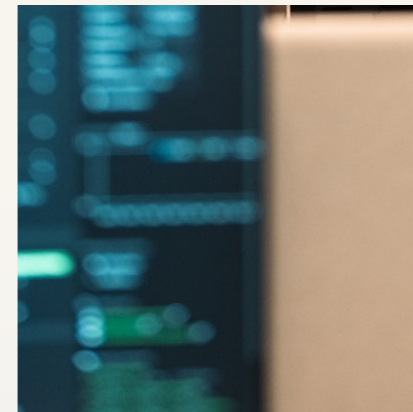
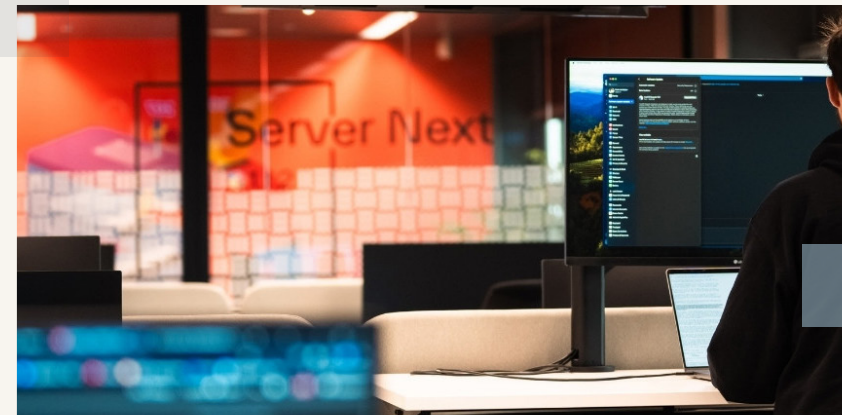
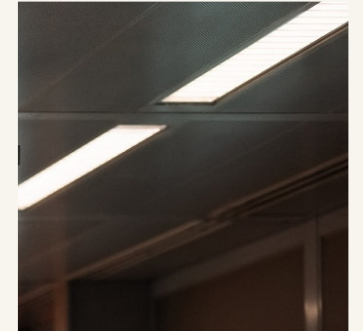
 **Amsterdam**

Redefining the future of cloud-native services, TrueFullstaq is rapidly expanding its footprint across Europe. Leveraging its engineering excellence and challenger mindset, the company is launching a dedicated consulting practice. The Head of Consulting will drive growth, shape delivery excellence, and turn technical expertise into scalable, international impact.

About TrueFullstaq

TrueFullstaq is a fast-growing, Dutch cloud-native managed services and consultancy provider, on a mission to redefine managed services and consultancy. The company was born in 2024 from the merger of True and Fullstaq, two pioneers of internet and cloud computing. True started in 2000 as a hosting business and grew into managed hosting, cloud, and Kubernetes, while Fullstaq, founded in 2016, focused on DevOps implementations and later expanded into cloud consulting and edge computing. Together, they combine decades of experience to deliver innovative, high-performing cloud platforms. With their deep technical expertise, it delivers transformative solutions to an ever-growing client base, from innovative digital agencies to global enterprises developing next-generation AI and autonomous platforms. Recent successes include major projects in aviation and security, where the team is regarded as one of the strongest in Europe and is increasingly recognized worldwide.

Headquartered in the Netherlands and supported by a team of 170 engineers, consultants, and innovators, TrueFullstaq operates at the forefront of technology. Annual revenues are approaching twenty-five million euros, largely fueled by recurring business, reflecting fast-paced growth in both scale and ambition. Being part of the Digital Neighborhood, a private equity-backed collective of leading tech firms, allows the company to harness group-wide capabilities while maintaining independence in culture and execution. Strategic collaborations with sister companies such as iQuality enable delivery of full-stack, cloud-native transformation programs with speed and precision.





Launching a dedicated consulting practice

TrueFullstaq faces a compelling strategic opportunity with two major growth drivers. The first is the continued scaling of its managed hosting business, which provides a solid foundation for expansion. The second is the development of a dedicated consulting practice focused on core technical domains. Demand for these services is accelerating rapidly, with projects already reaching multi-million-euro scales and substantial international growth potential. Over the next five years, this consulting business could potentially quadruple in size, expanding its footprint across Europe and beyond. To lead this ambitious growth and establish the practice from the ground up, TrueFullstaq is appointing a Head of Consulting.

Head of Consulting

The Head of Consulting takes charge of the Secondment and Cloud Native Teams while shaping a consulting practice focused on Kubernetes, edge computing, and highly secure, air-gapped systems. The role goes beyond operations, combining strategy, business development, and delivery. It is about defining clear service offerings, crafting a go-to-market approach, and making sure that secondment activities and cloud-native expertise work seamlessly together. With a team of 26 professionals as the starting point, the focus is on building frameworks, methodologies, and governance structures that allow complex, multi-million-euro projects to be executed reliably, on time, and within budget.

Projects in this space are far from ordinary. They involve designing and implementing AI-enabled, autonomous, and hyper-secure systems, often in aviation, defense, or other highly sensitive sectors. Success depends not just on technical brilliance, but also on navigating compliance requirements, complex contracts, and high-level stakeholder expectations. The Head of Consulting reports directly to TrueFullstaq's CEO.

Success in this role also hinges on the human element. The teams consist of highly skilled engineers whose trust is earned through authenticity and technical credibility. The Head of Consulting acts as the bridge between these experts and business objectives, fostering collaboration, aligning with client needs, and cultivating a culture that supports both current projects and long-term international growth. This includes identifying promising markets, securing lasting client relationships, and ensuring a consistent client experience across consulting and secondment activities.





” As TrueFullstaq continues to expand its footprint, a new chapter is opening with the creation of a dedicated consulting practice. This position requires strategic vision with entrepreneurial energy, translating technical excellence into a scalable, international consulting operation. It offers the chance to strengthen TrueFullstaq’s reputation as a leading authority in Europe.”

▪ **Jean-Yves Charlier, CEO**

The person best suited for this role brings a mix of commercial acumen and hands-on experience leading complex technology consulting or secondment operations. Technical credibility is non-negotiable, as is the ability to connect with highly specialized engineers and translate their expertise into structured, repeatable practices that can deliver large-scale, high-stakes projects. Entrepreneurial drive, strategic thinking, and an international outlook are essential, with a clear focus on turning technical excellence into tangible, scalable business results. Success in this role comes from reliably delivering challenging projects, growing the consulting practice, and attracting and keeping top-tier technical talent who can help shape the future of the business.



Interested?

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