

valcon

Capability Lead IT Advisory

Function Profile



CAPABILITY LEAD IT-ADVISORY

Join Valcon Nederland as the IT Advisory Capability Lead and play a pivotal role in elevating our IT consultancy services to new heights. We're on a mission to establish ourselves as the premier technology partner in Northwest Europe, renowned for delivering unparalleled value and innovative solutions.

As a seasoned professional with a blend of IT management and consultancy expertise, you'll spearhead our efforts to engage with C-suite executives and IT directors, providing strategic guidance and support for their technological endeavors. With a track record of successful IT transformations across diverse industries, you possess the leadership acumen to inspire and empower your team.

At Valcon, we recognize that our reputation hinges on the satisfaction of both our clients and employees. Join us in fostering a culture of transparency, collaboration, and excellence, where tangible business results are the hallmark of our success. Apply now and be part of our journey to redefine IT consultancy in the region.

YOUR FUNCTION

As the IT Advisory Capability Lead, you're instrumental in expanding Valcon's footprint in the industry. While your team may not be the largest, it's the most visible and distinctive, offering strategic guidance to clients at the highest levels.

Operating at director and CXO levels, you and your team empower clients to develop and execute winning strategies, ensuring business success. Valcon's approach is both pragmatic and cost-effective, delivering tangible results while supporting clients throughout their journey.

In addition to attracting talent, you'll spearhead service and capability development, shape deals, and offer strategic and practical insight to both customers and Valcon's management teams.

YOUR RESPONSIBILITIES

- Be the trusted advisor for customer IT directors and managers.
- Help them in their Digital and AI transformation journeys.
- Lead customer strategic planning and solution development initiatives. Strategy to plan to execution.
- Create customer IT roadmaps, underpinning business cases and sourcing strategies.
- Shape customer innovation roadmaps, guide in both development and operational implementations.
- Inspire and lead the IT Advisory team, of currently 20 consultants.
- Create new service and capability offerings.
- Build, grow and expand the team in its capabilities, motivation, and size.
- Collaborate with cross-functional teams, inside your client's organization, their suppliers and Valcon.
- Stay up to date with emerging technologies and best practices. Share knowledge and insights with the team to foster a culture of continuous improvement.

YOUR EXPERIENCE

- At least 15-20 years of experience in IT consulting, supplemented by operational IT leadership experience.
- Being a viable and trustworthy advisor for CIO's and IT directors.
- Demonstrated experience in building and leading consultancy teams.
- Exceptional communication skills. The ability to convince, sell and get support for your idea's, solutions, and proposals on any seniority level with non-technical backgrounds.
- Able to communicate effectively with individuals, teams, and large audiences.
- Strong problem-solving skills, with the ability to analyze complex situations and recommend effective solutions.

- Relevant certifications depending upon your field of expertise.
- Understanding of business context, business plans, planning cycles, political sensitivities.
- Fluent in Dutch and English.
- Located in the Netherlands.

KEYWORDS

- A good sense of humor;
- IT and Business savvy;
- Integrity, respect, intellectually curious and an open mind;
- Reliable, proactive, result-oriented, and focused;
- Strong problem-solving skills;
- Work comfortably, collaboratively and productively within a team and across multidisciplinary functions.

WHAT VALCON OFFERS

- A market relevant employment package (a max salary of € 9.140 gross per month, benefits fund, a maximum of 4 months bonus, a lease car or a mobility allowance, a mobile phone and a laptop);
- The opportunity to make a real impact for a wide range of customers and industries;
- The opportunity to become a partner in an international and diverse team;
- The freedom to shape an important team that makes a difference;
- An energetic, ambitious, and international environment with a great working atmosphere;
- An environment with significant autonomy and responsibility, avoiding red tape.

ABOUT VALCON

Valcon is an acronym for Value Consulting as value is the central focus in everything they do. Valcon is a European consulting, technology and data company based in the Netherlands, Denmark, UK, Sweden, Germany, Croatia, and Serbia. Their mission is to combine premium consulting with deep technology and data knowledge to add value to their clients. With their capabilities, they help clients to create value in transformations, from operational strategy to implementation, supported by a wide array of IT tools.

Valcon delivers sustainable transformation through combining technology, data, and consulting. Making sure companies are in their best shape – fit for the future – is the core of what they do. They spot opportunities and help bring them to life. They are thorough, fast, and collaborative in everything they do. From strategy to implementation. From the boardroom to the shop floor. They are a no-nonsense consultancy. A ‘what you see, is what you get’ consultancy company, with highly skilled and very dedicated staff.

They are pragmatic. How they deliver is as important as what they deliver. They help you get the right results in the right way. They keep complicated things simple. They are flexible when you want them to be. And honest when they need to be. They are quick, but never cut corners. They always deliver sustainable change.



+30 nationalities
+40 operating countries
+1,700+ highly skilled professionals

WHY WORK FOR VALCON?

Valcon values its people, it is **the** primary asset. People is what makes the difference, their people deliver their value, their people do the work. Therefore, their growth is Valcons growth, their success is Valcons success. They recognize talent and skills, and they will do everything in their power to develop your potential to its fullest.

Having integrity means everything to them. They have respect for each other and their clients and take responsibility for what they do: the promise, the process, and the impact.

You are human: So are they. They are encouraged to learn from each other, to improve, to find their purpose and, most importantly, to work with joy. They are doers who think. Who can take a strategy, turn it into an actionable blueprint and get it done. Therefore, they employ people who care about delivering results and have a can-do attitude. Because they are bold in their belief that nothing is impossible.

They know that every link matters in improving a company's value chain. They support their clients in pursuing the right change in people, systems, data, and processes. Their involvement is based on deep knowledge and experience, working shoulder to shoulder with many different organizations. They are curious and strive to learn and welcome feedback to deepen their understanding, support growth and uncover new and innovative solutions.

The number of customers is increasing drastically. This creates positive energy and drive. How nice it is to work for an organization that thinks in terms of possibilities instead of cost savings or works on growth instead of shrinkage!

THE VALCON VALUES

- Together: co-create solutions with their clients, by working in high-performing teams built on diversity, respect, and trust.
- Joy: enjoy their work and promote a positive environment. They are passionate and love to take on challenges.
- Curious: being humble about what they know and always ask questions. They strive to learn and welcome feedback to deepen their understanding, support growth and uncover new and innovative solutions.
- Can Do: being bold in their belief that nothing is impossible. They approach every task with a positive, ambitious yet no-nonsense attitude to realize sustainable solutions for their clients.
- Integrity: being honest, transparent and dare to be authentic. They have respect for each other and their clients and take responsibility for what they do: the promise, the process, and the impact.

PROCEDURE

Valcon is looking for talent that makes a difference. This means we will adapt our recruitment procedure to your needs where we can. In general, we will ask you for your c.v., a short telephone call to understand your position and a face-to-face meeting. In case we all see a fit we will introduce you to the relevant Valcon managers, with whom you will have meetings. After which Valcon may offer you a position.

WANT TO KNOW MORE?

Please contact Bert van Barneveld, Associate Recruiter at Xtra Mile Recruitment. Bert's cell phone number is: 06 – 2702 4900, and his e-mail is: bert@xtramilerecruitment.nl