



Job Title: **Country Manager**
Job ID: S303
Company: Workrate Ltd
Location: United Kingdom (London area, with regular site visits)
Industry: Security / Datacenters
Job Type: Full-time

Workrate is entering an exciting new phase of growth and expansion in the United Kingdom. As part of a European market leader in datacenter security, this role offers the opportunity to shape the UK organisation, build its future and represent Workrate in one of today's most dynamic industries.

Role

The Country Manager UK will play a pivotal role in expanding Workrate's UK presence. With a clear commercial focus, you will drive new business, build strategic client relationships, and lead the organisation's growth across sectors including datacenters, logistics, and pharma. In parallel, you will be responsible for implementing core systems and processes from the international head office, enabling sustainable and scalable operations. This is a high-impact leadership role with a path toward full Managing Director responsibility.

Key Responsibilities

- Drive sales and business development across sectors including datacenters, logistics, and pharma.
- Expand the client portfolio and win strategic tenders.
- Act as an ambassador for Workrate in the UK market.
- Build and lead the UK organisation in line with international standards.
- Implement Workrate's core systems and reporting structures locally.
- Ensure operational compliance with UK laws, certifications and ISO-frameworks.
- Shift client ownership from the Amsterdam HQ to the UK team.
- Manage and support the local team, fostering ownership and performance.



Candidate Profile

- Experience in security services is a strong plus.
- Backgrounds in labour-intensive services such as facility management, staffing or outsourcing are highly relevant.
- Proven P&L responsibility with success in scaling operations.
- Commercially driven with experience in sales, business development and tenders.
- Hands-on and visible, trusted by both employees and clients.
- Pragmatic, energetic and ambitious, ready to grow into an MD-level role.
- Clear communicator, able to balance Dutch directness with UK expectations.

What makes this role unique

This role offers a unique opportunity to lead and scale Workrate's UK operations in one of Europe's most strategic markets. While rooted in the datacentre industry, Workrate is actively expanding into other critical sectors such as pharma and logistics, unlocking new commercial opportunities.

As Country Manager UK, you will drive this expansion — building client relationships, winning tenders, and delivering sustainable growth. You will also implement core systems and processes, ensuring operational readiness and alignment with international standards.

Combining strategic business development with hands-on leadership, the role offers a clear path to becoming Managing Director UK. Workrate blends the professionalism of a European market leader with the energy of an entrepreneurial team — making this a rare opportunity for a commercially driven leader to shape and grow a business with real impact.

Workrate

Workrate is more than a security company. Founded in the Netherlands, it has grown into the European market leader in datacentre security, with operations in the UK, Germany and France, serving some of the world's largest datacentre providers.

It combines the scale of an international organisation with the culture of ambitious, close-knit teams. Its flat structure, people focus and commitment to quality make Workrate a unique employer. Employees are trusted with ownership and encouraged to contribute, while clients benefit from customised, reliable solutions. For leaders who want to make a meaningful impact, Workrate offers an inspiring environment — with strong values, international ambition, and a pivotal role in digital infrastructure.

Application:

This procedure is exclusively managed by Sterling & Holmes. Please send your application to:

Stefan van der Valk

Sterling & Holmes – Executive Search

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