

Turkey Jobs Expertini®

Head of Strategy

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Company: Volt Lines

Location: İstanbul

Category: other-general

Join us and be a part of shaping the future of urban mobility!

Some complain about traffic but some are actually doing something about it. Join us on our mission to reduce traffic in Istanbul by increasing the accessibility of sustainable shared mobility.

Who are we?

Volt Lines is the only technology-enabled player in the Turkish market competing against legacy incumbents and it reduces emissions and traffic by turning premium 16-seater buses into a viable alternative to single occupancy vehicles.

What we do?

In Istanbul, over 50,000 buses operate at 31% efficiency. These buses, which contribute to the city's traffic with empty seats, could also be the solution to its problem. Volt Lines is the only shuttle service provider that has both **software** as well as **transport** service. This allows for optimal harmonization of the software and operation resulting in the creation of great experiences and services. Notable examples of these innovative services include DRT and Marketplace. DRT (short for Demand-Responsive Transport) was covered by **a Harvard Business School case study** that is being taught at the MBA school. Marketplace on the other hand allows companies to sell empty seats on their buses to neighboring passengers who are going in the same direction at the same time.

Let's work together to shape the future of mobility.

We're looking for **Head of Strategy** join us in shaping the future of urban transportation using the latest technologies.

Responsibilities

Lead the development and execution of Volt Lines' strategic plan, ensuring alignment with overall company objectives.

Conduct market research and analysis to identify growth opportunities and industry trends.

Collaborate with cross-functional teams to formulate business strategies, plans and to structure the process most efficiently.

Drive the development of business models, and projections to support strategic decision-making.

Monitor and assess the competitive landscape, identifying potential threats and opportunities.

Identify and evaluate potential partnerships, alliances, and investment opportunities.

Provide strategic guidance and direction to the leadership team.

Keep abreast of industry developments, regulatory changes, and emerging technologies.

Recruit, train, and provide coaching to CEO's Team

Requirements

Bachelor's degree in Business Administration, Finance, or a related field.

Minimum of 8 years of experience in a strategy or business development role, preferably in a fast-paced, entrepreneurial environment.

Demonstrated experience in developing and executing strategic plans.

Strong analytical and problem-solving skills.

Excellent leadership and project management abilities.

Ability to think strategically and drive results.

Exceptional communication and presentation skills.

Strong business acumen and a passion for innovation and change.

Excellent written and verbal communication skills in English and Turkish.

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