

Alex Mann

Associate Director – Indirect Tax & Tax Technology (EMEA)



Alex oversees our Tax division and personally specialises in recruiting within the EMEA Indirect Tax & Tax Technology markets, covering mandates from the Assistant Manager to leadership grades.

From boutiques to the Big 4, and start-ups to multinational corporations, Alex manages a diverse portfolio of clients worldwide which has enabled him to develop a vast global network of indirect tax and tax technology professionals in 40+ countries.

"The indirect tax world is very small, but recruiting in such a niche sector can present challenges for organisations. I'm driven by being the problem solver."

Why work with Alex?

- Candidates trust him. 79% of Alex's placed candidates to date worked exclusively with him during their job search and didn't feel the need to make direct applications or approach other recruiters.
- Clients trust him. 70.4% of Alex's business comes from repeat clients and, from this portfolio, 61.5% went on to engage him on a retained or exclusive basis.
- Alex holds a 100% success rate on all retained or exclusive assignments.
- On average, Alex will touch 130-200 passive candidates in a search (it's rare to find a top VAT specialist on a job board!). In fact, 66% of his placed candidates were not actively job searching before Alex contacted them.
- With at least one third of his placements being cross-border moves, Alex sources both the domestic and foreign markets to ensure that no stone is left unturned in any search assignment.

Client Testimonials

"Alex is working with Avalara on building out its European VAT compliance and technology teams. He has brought a huge range of outstanding potential hires, very few of which we haven't gone ahead and interviewed. A larger than regular proportion were hired. We put that down to Alex's specialism and deep knowledge of the European VAT market. He has always offered a highly professional and flexible service, and I would highly recommend him to other recruiters."

Richard Asquith - VP Global Indirect Tax, Avalara

"Alex and his team have become a key part of our Vertex global expansion in EMEA. Challenging him to help in sourcing quality candidates, as well as the communication to get them hired, is superb. If you need someone to help you expand in Europe and can't have feet on the ground, Alex is a must have to success! "

Craig Single – Talent Acquisition Director, Vertex

"Alex has recently placed our VAT Manager & VAT Analyst roles, which had their own challenges and were certainly not easy to fill roles given the location and specialism, notwithstanding that the business is currently going through a merger. Before these two vacancies, I hadn't been in touch with Alex so I have been pleasantly surprised with his industry and candidate knowledge, paired with a consultative and helpful approach. I would have no hesitation to recommend him if any companies out there have an Indirect Tax vacancy!"

Amy Goldthorpe – EMEA Talent Acquisition Specialist, UMB

Recent Engagements

- Team move (European VAT specialists) | Global accounting & tax services - London, UK
- Indirect Tax Technology Lead | Top tier firm - London, UK
- VAT Director | Global tax services - The Hague, Netherlands
- Senior Solutions Manager | US software house - Amsterdam, Netherlands
- SAP Sales Engineer | Tax technology firm - Frankfurt, Germany
- UK VAT Manager | FTSE 100 - Kent, UK
- Senior Indirect Tax Researcher | US software house - Amsterdam, Netherlands
- VAT Manager | Boutique firm - Vigo, Spain
- Senior VAT Consultant (EMEIA) | Big 4 - London, UK
- 3x Senior VAT Analysts | Global Courier - Maastricht, Netherlands
- Assistant VAT Controller | FTSE 100 - Essex, UK
- Senior Tax Analyst (DACH) | Pharmaceutical blue chip - London, UK

Clients Include

