



Direct Recruiters has been recognized as the relationship-focused search firm that assists Traffic & Smart City Technology organizations with recruiting, acquiring and retaining high-impact talent for mission-critical positions. We have been a trusted partner for some of the most progressive companies in the industry.

### FINDING TOP TALENT

As cities across the United States become more connected through smart technology, intelligent traffic and transportation systems are key in achieving a more efficient and safe transportation infrastructure. Top intelligent traffic and smart city technology companies are turning to DRI for experienced and reliable professionals looking to service the traffic and smart city industry. Discretion, confidentiality, honesty and integrity are the guiding principles of our business and our promise to those we serve.



### CORE VALUES

DRI's core values are our driving forces behind all that we do. We strive to meet our values in our relationships with clients, candidates and coworkers.

1. Respectfully tenacious
2. Team player
3. Positively impacts others
4. Solutions oriented

Across North America, we place leaders and build teams comprised of the following levels:

#### Levels That We Work With (We Place Leaders & Build Teams)

**C-Suite** (CEO, COO, CRO, CFO, CMO, CTO, CPO, CHRO)

**Leadership** (EVP and VPs – Sales, Marketing, Operations, Engineering, Product Management)

**Mid-Management** (Directors and Managers – Sales, Marketing, Operations, Product Management)

**Contributor-level** (Sales, Marketing, Operations, Product Management)

On a daily basis, our GovTech Recruiters are in contact with executive management and hiring authorities looking to hire top professionals in the areas below:

#### Functions (Types of Roles We Fill)

**Growth** (BDR, Account Executives, Channel Sales, Alliances, Business Development)

**Retention** (Account Managers, Customer Success, Support Engineers)

**Marketing** (Full-stack Marketing, MarCom, Digital Marketing, Product Marketing)

**Product Management** (Product Managers, Product Owners, Product Marketing)

**Field-based Engineers** (Field Engineers, Sales Engineers, Solutions Architects, Systems Engineers)

**Implementation** (Program Managers, Project Managers, Deployment & Implementation Professionals)

The DRI team is comprised of Recruiters and Research Associates with 70+ years of experience who place professionals and executives specializing in these areas of technology:

ML & AI for Traffic  
Intelligent Traffic Systems "ITS"  
Intelligent Transportation Systems  
Traffic Management Software  
Wireless Communications

Traffic Prioritizing Systems  
Data Collection Solutions  
Advanced Transportation Management  
Systems (ATMS)  
Connected/Autonomous Vehicles

Smart City Solutions  
Traffic Cameras & Software  
Traffic Cabinets & Signals  
Traffic Controllers & Sensors  
Detection Systems