



VACANCY

# Senior Commercial Controller

## Requirements

- Minimum of 8 years of working experience in a business controlling position in an international environment
- Analytical and conceptual skills
- Excellent communicator and stakeholder manager
- Experience with PowerBI combined with ERP (SAP, Oracle)
- Willing to travel (20-25%)

 Varsseveld  **Minimum of 8 years' experience**



**Kramp is a strategic partner and one-stop-shop supplier of spare parts and technical services for agricultural businesses. The company has the ambiance of a family business and the international success of a large multinational. Kramp is now hiring a business savvy Senior Commercial Controller.**



## About Kramp

**Kramp is the largest agricultural wholesaler in Europe, with a product range boasting more than 500,000 different parts. If you order today, the delivery driver will be at your doorstep the very next morning. It is just that kind of dedication that guarantees no customer has to worry about downtime, making Kramp the ultimate one-stop-shop for every agricultural dealer.**

Kramp is so much more than just a supplier of parts. Digitization and e-commerce have been the key to Kramp's growth and success since 2001, when Kramp launched their initial B2B e-commerce solution. Continuous innovation around services and digital solutions has helped Kramp earn a leading role in the market and a place as the digital leader for the rest of the industry.

Kramp continues to see strong growth, year after year, both organically and through strategic acquisitions. With 11 distribution centers, 24 sales offices across Europe, and more than 3,500 employees, the company reported over €950 million in sales in 2019. The company has a strong, digitalization-focused plan in place to break the €1 billion sales mark soon. As a leading, innovative player in this rock-solid niche, Kramp is perfectly positioned to make that ambition a reality.

# Senior Commercial Controller

**Kramp is a financially solid company with healthy growth numbers. This role functions as the financial co-pilot for senior leaders in the commercial team, hence contributing to the success of the organization. She/he is like a spider in the web of the organization; proactively collaborating with senior leaders and commercial directors on all levels to initiate process improvement and identify business opportunities. The role is highly international, with over 40 nationalities among the commercial directors involved. The Senior Commercial Controller hierarchically reports to the Finance Director. The role furthermore has a functional line to the responsible board member, which makes this a position with great senior exposure.**

This role takes responsibility for developing, implementing, automating and maintaining management (KPI) reporting. The goal is to support management steering and to improve the responsible area. The Senior Commercial Controller furthermore secures that business unit budgets and forecasting fit in within the strategy and financial plans. She/he supports reviewing differences between actual numbers compared to budget and flags potential risks and opportunities. The Senior Commercial Controller has proactive periodic contact with budget holders, to support business performance processes in order to deliver growth, profit, cash conversion, Return On Invested Capital. The financial department is increasingly data-driven, for example with the increasing adaptation of data visualization tools like Power BI.

The Senior Commercial Controller is available when financial expertise is needed. For example in ad hoc reporting projects in different areas. The role also cooperates with wide-ranged project managers to translate business cases into project budget plans and financial forecasting.



**“If the Senior Commercial Controller is excited and curious to get to know the business fundamentals, they will be able to make a great impact at this time in our growing business.”**

Roel Polman, International Finance Director at Kramp

**Interested?** Kramp has appointed Top of Minds to fill this vacancy. To express your interest, please contact Dox Wijers at [dox.wijers@topofminds.com](mailto:dox.wijers@topofminds.com).

