



**cordstrap**  
Keeping the world's cargo safe

VACANCY

# Pricing Manager

## Requirements

- Over 5 years of experience
- In revenue management and/or strategy consulting
- Within industrial environment
- Strategic
- Able to drive change

 Oostrum  Minimum of 5 years experience



**Cordstrap ensures the safe transportation of goods with solutions that protect the goods themselves, the people handling them, and the industrial environments they pass through. In this business, a leading-edge pricing and terms strategy is essential for the future growth of the company. The Pricing Manager will be the global lead to develop and implement this strategy and embed margin thinking throughout the organization.**





## ABOUT THE COMPANY

# Cordstrap

**Cordstrap is the global market leader in Protection Engineering, mitigating risks associated with the movement of goods, protecting products, people and places. Cordstrap works closely with customers to provide advice and solutions for a broad variety of global shipping needs. The wide product range of e.g., strapping, lashing, dunnage bags, moisture control and cargo monitoring services is combined with application expertise and local regulatory knowledge to create tailor-made load securement solutions. Whether large project cargo, hazardous chemicals or fragile materials are concerned, Cordstrap ensures cargo is safely moved.**

Headquartered in The Netherlands with a global presence of sales offices, factories and distribution partners, Cordstrap has 500 employees present in 22 countries and serves customers in over 50 countries worldwide.

Cordstrap is a result-driven company with a high awareness of the power of pricing. With this in mind a global pricing framework has been introduced. During the past years several margin improvement initiatives were executed. As well as projects to improve general trade terms and implement global price increases. Still, there's a lot to accomplish to become the best in class. The Pricing Manager will be the driving force to bring Cordstrap's pricing and terms approach to the next level.





VACANCY

## Pricing Manager


**The Pricing Manager reports to the CFO and will be responsible for developing and executing the global pricing and trade terms strategy. This expert in revenue management with both commercial and strategic skills develops and runs a global operating model to continuously drive pricing and trade terms optimization. She/he enhances global frameworks and processes and shares best practices in pricing, trade term setting and margin improvement working with Sales, the sales supporting functions and Marketing.**

Next to that, the Pricing Manager plays a leading role in establishing a margin driven culture and embedding margin thinking throughout the organization. Providing full transparency of individual customer and product profitability, she/he will enable the organization to focus on high value products, segments, services and customers, improving profitability. The Pricing Manager is able to present analytics and their strategic implication in a compelling manner, making insights easy to translate into operational actions.

On a day-to-day basis the Pricing Manager supports the operational organization with pricing and trade terms challenges. This involves the preparation of large deals and tender processes as well as interfacing with key customers. To be successful in this role a thorough understanding of cost drivers and cost development, both of production and raw material index-based costs is essential.

Cordstrap is a global player with an entrepreneurial spirit. Operating at the heart of the organization requires excellent collaboration skills and an open and straightforward communication style. Decision making is fast, which offers many opportunities to take initiative and contribute to a steep growth path of the business and yourself.

**Interested?** Cordstrap is working with Top of Minds to fill this vacancy. To express your interest, please contact Charlotte Braat at [charlotte.braat@topofminds.com](mailto:charlotte.braat@topofminds.com).

**“The Pricing Manager fulfills a central role within the organization, orchestrating the vital elements of the value chain with direct impact on our profitability. Taking the organization along in understanding the impact of cost and pricing, and influencing margin thinking, is something that gives this leader energy”**

Willem Zwitersloot, CFO