


VACANCY

Commercial Director Czech Republic

Requirements

- Master's degree in business and/or Engineering
- 10+ years of experience in Sales, including developing and leading teams
- B2B, Retail and E-commerce experience, preferable in agricultural sector or technical industries
- Experience in transformation projects (digital, business and people)
- Demonstrates knowledge coaching and developing people
- Fluent in Czech and English

 **Czech Republic**  **Minimum of 10 years experience**



Kramp is Europe's largest wholesaler for the agricultural industry and after 71 years is still growing fast. The Commercial Director is responsible for commercial strategy, new business opportunities, sales, and people management in the Czech Republic. This is an excellent opportunity for entrepreneurial and people-oriented candidates to join an international market leader and further strengthen its position in a high potential market.



Kramp

Kramp Group is Europe's largest wholesaler in spare parts and accessories for the agricultural industry. Kramp is the essential partner for its customers and suppliers with over 500,000 products online available, making it the ultimate one-stop-shop for every agricultural dealer.

Kramp continues to see strong growth, year after year, both organically and through strategic acquisitions. The company has eleven distribution centers, 24 sales offices across Europe and more than 3,500 employees. It has a strong, digitalization-focused plan and in 2021, broke the €1 billion sales mark. As a leading, innovative player in its niche, Kramp is perfectly positioned to continue its rampant growth. Kramp Group was founded in 1951 and has its headquarters in Varsseveld (the Netherlands).

“Kramp still feels like the start-up we were 70 years ago. We have the ambiance of a family business and the international success of a large multinational.”

Eddie Perdok, CEO

Commercial Director Czech Republic

The Commercial Director is responsible for commercial strategy, new business opportunities, sales, and people management. On the first, this means supporting the Global Commercial Strategy by creating the related commerce strategy for the Czech Republic, including the country's roadmap and annual action plan.

Second, the Commercial Director initiates new business opportunities and innovations such as new services, customers, or distribution channels in the Czech Republic, in order to achieve commercial objectives and maintain a profitable market share.

Besides growing and optimizing revenue and margin, it involves managing the sales budget, the customer portfolio and satisfaction. Overall, this requires the Commercial Director to have a pro-active entrepreneurial attitude.

Third, the role entails talent identification and people development. The Commercial Director attracts and retains the right talent for the organization and also manages and develops the local team. It is therefore essential for the Commercial Director to have strong people management and leadership skills. And to have been involved in change, people and business transformation.

The role allows for long-term career developments within Kramp Group. This is an excellent opportunity for candidates with an entrepreneurial attitude and strong people skills to join an international market leader and further strengthen its position in the region. ■



“The Commerce Director has a chance to conduct entrepreneurship within an established company that is market leader in the sector”

Christian Weiss, Region Commercial Director Eastern Europe

Interested? KRAMP is working with Top of Minds to fill this vacancy. To express your interest, contact Ana Moya Morales at Ana.MoyaMorales@topofminds.com.

