

Vacancy at Cordstrap

Account Manager

cordstrap

Keeping the world's cargo safe



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Requirements

- Over 5 years of experience
- In direct field sales and account management
- In a B2B environment
- Customer-centric and commercially savvy
- English language skills
- Willingness to travel

 **Madrid**

Cordstrap's solutions safely transport and protect the goods, people handling them, and industrial environments they pass through. The Account Manager will manage high-potential accounts, building lasting customer relationships and seizing strategic opportunities to strengthen Cordstrap's market presence and drive growth in the high-impact region of central and southern Spain.

About Cordstrap

Cordstrap is the global market leader in protection engineering, mitigating risks during movement of goods, and protecting products, people, and the places they are shipped. They collaborate with customers to provide tailored advice and solutions for their various global shipping needs. Cordstrap combines its vast product range of equipment, strapping, lashing, dunnage bags, moisture control and cargo monitoring services, with application expertise and local regulatory knowledge to deliver customized load security solutions. From large project cargo and hazardous chemicals to fragile materials, they ensure every form of cargo is moved safely, worldwide.

With headquarters in The Netherlands and a global presence of sales offices, factories, and distribution partners, Cordstrap has 500 employees in 22 countries, and serves customers in more than 50 countries.

Now Cordstrap is developing a fit-for-future sales business strategy to further enable commercial teams to strike the right balance between customer acquisition, development, and retention. This sales-based model focuses on potential and high value opportunities. To maintain their momentum and leadership position among competitors, Cordstrap's strategy is to focus through a consultative selling approach on high-value solutions (products and services), innovation, and cross-selling opportunities.





Account Manager

The will drive ambitious growth across central and southern Spain, Account Manager playing a key role in implementing Cordstrap's fit-for-future sales strategy. Managing a portfolio of high-potential clients and targeting new business, they will expand Cordstrap's presence in regions with multinational companies and strategic logistics hubs.

As a key member of the Southern Europe Sales Team, reporting directly to the Commercial Manager South, the Account Manager will oversee a portfolio of high-value clients. Skilled in both farming and hunting, they will drive growth by nurturing existing relationships while strategically pursuing new business opportunities within their territory. With a strong analytical mindset and expertise in CRM and use of Power BI data, the Account Manager will make informed, strategic decisions to manage customer interactions effectively. They will combine a customer-centric approach with an engineering mindset to deliver impactful, problem-solving solutions. Key responsibilities include executing structured portfolio plans, managing sales funnels, conducting growth-focused customer meetings, and using CRM tools to prioritize and optimize activities across the portfolio.

Based in Spain, the Account Manager will work remotely, traveling multiple days per week in the field across their designated regions of Madrid, Castilla-La Mancha, Andalusia, Valencia, and Murcia. In addition to travel within Spain, the role includes (quarterly) meetings with the Southern Europe teams, along with occasional international travel for European sales meetings or training. The Account Manager will operate independently within their territory, collaborating closely with a broader team that includes other Account Managers & Inside Sales Account Managers who oversee lower-value clients. They will also work with Strategic

Account Managers on multi-location accounts and participate in cross-functional teams to enhance customer satisfaction and drive business outcomes.

This role requires a driven, execution-focused individual who can develop and implement structured portfolio plans with precision and discipline. The ideal candidate is customer-focused and has an engineering mindset. Genuinely curious about the operations and challenges of client businesses, they dive deeper, continuously striving to add value beyond selling products. Commercial and people-savvy, they connect effortlessly with a wide variety of stakeholders at all levels within client organizations, building strong relationships that drive account growth. Proactive, resilient, and adaptable, the Account Manager adjusts easily to varying customer needs, diverse environments, and unforeseen challenges, while consistently maintaining a proactive and positive attitude.

“This is a unique opportunity to take ownership of a high-potential region. The opportunities you identify and the relationships you build will be the foundation for our future growth in central and southern Spain.”

Stefano Soranzo,
Commercial Manager Southern Europe

Cordstrap combines a unique mixture of global operational reach and multi-national professionalism with an entrepreneurial, customer-centric, and lean culture focused on impact. This role is ideal for a commercially minded, relationship-driven professional who is ready to hit the ground running and make a direct impact on Cordstrap's future growth in a dynamic, international environment.





Interested?

Cordstrap is working with Top of Minds to fill this vacancy.

To express your interest, please contact Jose Brancho at jose.brancho@topofminds.com.



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