

Vacancy at Kramp

Country Director - Italy



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Requirements

- Over 15 years of experience
- In general management within B2B technical wholesale
- Proven experience in an international matrix organization
- A strong commercial focus with a growth-oriented mindset
- Extensive expertise in the Italian market
- Exceptional leadership and interpersonal skills

 **Reggio nell'Emilia**

Kramp is Europe's leading agricultural wholesaler. They supply more than 500,000 different spare parts and accessories for the Agriculture, Forest & Landscape, and Construction sectors. The Country Director will lead Italy, a key market within the Southwest cluster, driving growth and maintaining Kramp's industry leadership while managing and inspiring a high-performing team.

About Kramp

Kramp is the largest agricultural wholesaler in Europe, with a product range of more than 500,000 different parts. Kramp has every bolt and nut ever needed, and if it is ordered today, it will be on the customer's doorstep the next morning. It is this commitment to the customer that guarantees no agricultural business has to worry about downtime, therefore making Kramp the ultimate one-stop shop for every agricultural dealer.

However, Kramp is so much more than just a supplier of parts. Since 2001, when Kramp first launched a B2B e-commerce solution, digitalization and e-commerce have become the key enabler for the growth and success of Kramp. The continual innovation of services and digital solutions has created Kramp's market-leading position where they have become the partner of choice for the European dealer network.

Growth Through Strategy and Scale

Each year, Kramp continues to achieve strong growth. With headquarters in The Netherlands, they have eleven distribution centers, twenty-four sales offices, more than 3,500 employees and over one billion euros in revenue. A leading player in their market – and supported by investor NPM Capital – Kramp is perfectly positioned to achieve their significant growth plans.





Country Director – Italy

Italy has become an increasingly vital market within Kramp’s Southwest cluster, supported by a strategically located warehouse in Reggio Emilia and a dedicated team of 120 professionals. The warehouse, opened in 2021, plays a pivotal role in ensuring efficient product deliveries nationwide, reinforcing Italy’s importance as a key hub for the company’s growth and operations.

As a core member of Kramp’s leadership team in Italy, the individual in this role will work in close collaboration with the Operations Director, Sales Managers, Marketing Manager, and HR Business Partner. Operating in Reggio nell’Emilia, this leader will spearhead significant business growth, align operations with market demands, and identify strategic opportunities. Empowering the team and fostering innovation are key to ensuring sustainable success while raising industry standards.

Visionary Leadership with a Growth Focus

Assuming this role calls for a strategic thinker with extensive leadership experience and a General Manager background. Expertise in B2B technical wholesale and familiarity with the dynamics of international matrix organizations are essential to ensure seamless alignment of local operations with global strategies. This position entails managing a dynamic team, promoting collaboration, and spearheading initiatives that drive long-term business expansion.

Identifying untapped opportunities, broadening market reach, and reinforcing operations across the Southwest region will be key areas of focus. Inspiring the team with clear vision and decisive action is essential to ensure measurable results and sustain success at both the local and regional levels.

“This role offers a unique opportunity to drive a lasting impact on the Italian market. The Country Director will be crucial in shaping the future of Kramp in Italy, leading the charge to achieve strategic growth and elevate our market position.”

**Philippe Everaerts,
Managing Director Kramp Southwest Cluster**

This position offers an exciting career trajectory, combining meaningful challenges with the potential to leave a lasting impact on the Italian market. It is ideal for a decisive leader with deep knowledge of the Italian market, a keen ability to identify commercial opportunities, and a relentless focus on growth while advancing the organization’s mission.

The role requires a strong commercial mindset and aptitude for fostering sustainable growth. Experience in B2B technical wholesale, e-commerce, and OEM environments will be critical to navigating the evolving landscape. The working languages for this position are English and Italian. Success demands proven leadership in international matrix organizations and the ability to inspire teams toward ambitious goals





Interested?

Kramp is working with Top of Minds to fill this vacancy. To express your interest, please contact Ana Moya Morales at ana.moyamorales@topofminds.com or Julia Besa at julia.besa@topofminds.com.



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