

VACANCY



# International Business Development Manager

## Requirements

- Bachelor's or Master's degree
- Over 7 years of work experience in Consulting or Business Development
- Customer-focused
- Data-driven
- Leadership skills
- Comfortable working in a cross-functional matrix organization



**Kramp is Europe's number one agricultural wholesaler and keeps growing fast. To continue this momentum, the company is expanding into adjacent markets. The International Business Development Manager will explore and introduce opportunities in other industries with significant room to make an impact and great exposure to senior management.**





# Kramp

Kramp Group is the largest agricultural wholesaler in Europe. With over 500,000 different spare parts and accessories, they are such a reliable supplier that they directly enhance their customers' efficiency and profitability. Kramp is known for their exceptional service, next-day delivery on thousands of items, and excellent value for money. This is what makes them the ultimate one-stop shop for every agricultural dealer.

But Kramp is much more than a parts supplier. The wholesaler consistently improves its services to become as efficient and straightforward as possible. By focusing on digitization, e-commerce, and innovation, Kramp continues to maintain its leading role in the market and stay ahead of its competitors.

**"Kramp still feels like the start-up we were over seventy years ago. We have the spirit of a family business and the international success of a large multinational."**

**– Eddie Perdok, CEO**

Each year, Kramp continues to achieve strong growth and have eleven distribution centers, twenty-four sales offices, more than 3,500 employees and over one billion euros in revenue. As a leading player in their niche market – and supported by investor NPM Capital – Kramp is perfectly positioned to continue its significant growth plans, which include strategic expansions into adjacent markets.

## VACANCY

# International Business Development Manager

The International Business Development Manager will explore and lead Kramp's expansion into other industries. They will manage the overall coordination, execution, and implementation as well as translate the corporate strategy into actionable plans and initiatives at the country level. This role is part of the Sales & Business Development Team and reports to the Director of Sales & Business Development. With input from the strategy department, they will approach new markets with an overarching strategy, a solid proposition, a complete assortment of parts, clothing, and ancillary items, and a targeted marketing approach.

The key objective of the International Business Development Manager will be to further leverage Kramp's revenues in adjacent markets and new industries. To be successful, the position requires close collaboration with a variety of stakeholders. They include the product management, procurement, operations, marketing, and legal teams – centrally and within the countries. This role requires frequent travel (about 25 percent) to meet with local teams and support them in their execution.



The key challenge for the International Business Development Manager will be to translate the overall direction into a pragmatic approach that they can execute with the country teams. This will require confident conceptual as well as communication skills. And they will report their progress directly to the Executive Board, which offers many opportunities for exposure and emphasizes the strategic importance of the role. ■

## Interested?

Kramp is working with Top of Minds to fill this vacancy. To express your interest, please contact Gijs Millaard at [gijs.millaard@topofminds.com](mailto:gijs.millaard@topofminds.com).

