



PROZO DISTRIBUTION PRIVATE LIMITED CIN: U72200HR2014PTC052701

📍 **CORPORATE OFFICE**
3rd Floor, Enkay Tower,
Udyog Vihar Phase V,
Gurugram, Haryana
- 122016

📍 **HYDERABAD OFFICE**
Plot No - 1A/28/1/B
Road No 15, IDA
Nacharam, Hyderabad
Telangana - 500076

📍 **BENGALURU OFFICE**
Hoskote, SY No.-131/3,
Near Marie Gold Logistics,
Makanahalli Village,
Bengaluru, Karnataka,
- 560067

📍 **REGISTERED OFFICE**
Plot No - 147, sector -45,
2nd Floor, Lane behind
DPS School, Gurugram,
Haryana -122002

🌐 www.prozo.com

✉️ admin@prozo.com

☎️ [+91 8130744244](tel:+918130744244)

Role: General Manager /AVP: B2C Freight Sales

Location: Gurgaon

Prozo is an integrated supply chain company offering:

- Omni-channel warehousing & fulfillment
- Supply Chain Technology
- Freight
- multi-channel distribution on 20+ online platforms

More about Prozo

We are a middleware between the brand and offline/online retailers and help small/medium size brands get a distinctive supply chain and distribution edge. With more than 500,000 sellers selling on online platforms and brands finding it more and more difficult to establish themselves on these platforms, Prozo helps these brands become supply chain and distribution-ready on these platforms by offering them "tech, fulfillment, and distribution" as-a-service.

Key Responsibility Areas:

- **Business Development Planning:** Develop a comprehensive business plan strategy to acquire clients in a time-bound manner.
- **Demand Side Business Development:** Identify target clients (SMEs, D2C brands and Enterprises) who are looking for competitive freight solutions. Make a value proposition & convert them into Prozo customers.
- **Deal Closure:** You are expected to engage with the client in multiple rounds of negotiation and drive the deal to closure. Maintain a high conversion ratio of deals closed/Client in the pipeline
- **P&L Responsibility:** Responsible for complete P&L and growth of the business.
- **Supply Side Business Development:** Work with logistics/ freight companies and get competitive quotes from service partners
- **Technology Savvy:** You will be expected to develop a detailed understanding of Freight technology solutions offered by Prozo. You will be expected to bundle the same along with the freight solutions as per the client's requirement.
- **Strong know-how of Omni-Channel/multi-channel Fulfillment:** The candidate should have a deep understanding of B2B and B2C distribution channels as well as online and



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offline distribution channels.

- **Team Building:** The candidate should be able to build and lead a highly competent team of middle-level professionals.



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- **Project execution:** Work with the operations team for project execution till the operation is smooth. Work as a bridge between client & operation team.

Industry Experience:

- Minimum 05 years of experience in freight-business i.e., eFreight e-commerce business.
- Solution designing expertise and prowess with excel.
- Ability to establish meaningful business relations with clients.
- If you already have experience in startups, it will be an added advantage to your candidature.