



## 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

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**Designation :** Sr Manager/ Manager

**Location:** Gurgaon

As a General Manager of Prozo Retail Services, you will be responsible for all aspects of the growth of this business unit. It is a P&L responsibility role with high ownership.

### What is Prozo Retail:

Prozo Retail is b2c e-commerce seller services. Think of us as a Cloudbail of all platforms, where Prozo Retail is backed by Prozo Fulfillment Network, a pan-India network of 20+ Fulfillment Centers. We are the largest re-seller in the books category on Flipkart and in top 3 re-sellers on Amazon.

We have an in-house ready tech stack, comprising data crawlers and re-pricers. Besides this, we further leverage ProInsights, a SaaS platform offering actionable insights regarding a brand/ product's presence on various marketplaces.

### Key Competencies to succeed in this role:

- **Marketplace Management** - Ability to manage category teams of various marketplaces - building a good relationship with a category SPOC, getting the best/ preferred seller-slabs, be a part of programs such as AlphaLite and get access as a preferred seller for marketplace events.
- **Analytical Capabilities** - Reconciliation on marketplaces, dynamic pricing etc.
- **Ability to navigate complex organizations** - Build and sustain relationships across the board with category and last mile logistics teams of large, complex organizations like Amazon, Flipkart etc.

### Roles & Responsibilities:

- **Catalogue Selection:** Strategise 'selection of the products' for catalogue expansion of partner brands based on market trends, budgets and planned growth and manage the marketplaces like Amazon, Flipkart and others.
- **Develop strategies,** budgets, sales targets, and profit objectives for partner brands
- **Lead catalogue management** & listing team for A+(High quality product) listings of products on various platforms.
- **Be a key account manager** for the partner brands from the marketplace coordination perspective
- **Lead commercial negotiation** with brands and marketplaces to ensure gross margins targets are met.
- **Lead Product Pricing** decisions of products through benchmarking with other brands and understanding market trends.
- **Devise product ratings & review** strategy and ensure that the ratings and reviews of the products on online platforms are best in class.
- **Manage the brand's online presence** on platforms and ensure there are no counterfeit products being sold by other sellers against our brands. Ensure registration of the brand in the online brand registry of platforms.
- **Ensure operational metrics** of fulfillment of orders are best in class through coordination with the operations team.
- **Returns Management:** Devise strategy to minimize returns

- **Product Enhancement:** Drive product enhancement through user feedback received from various platforms.

**Requirements:**

- 3+ years of experience in scaling brands/ categories across marketplaces
- Ability to stay organized and systematic in a fast-paced company to ensure critical requirements are not missed
- Strong analytical and problem-solving abilities with a focus on tangible outcomes
- Excellent Stakeholder Management and Communication skills
- Past experience of leading and managing teams
- Proficiency in Microsoft Word, Excel, and PowerPoint

**About Prozo:**

**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.