



Logistics that empowers

Business Development Manager



About Freight Tiger and the Opportunity

Freight Tiger has built India's largest unified freight network, which combines offline with digital to build an intelligent ecosystem for the road freight industry. This is revolutionary for a supply chain that is traditionally fragmented, offline, and time-intensive. As India aims to bring down logistics costs from over 14% to under 10% of GDP, Freight Tiger is positioned to be at the forefront of this ambitious endeavor.

Have you ever wanted to lead the success of a cutting-edge product that will change the very nature of an industry? We are looking for a top-of-class Business Development Manager to fuel our growth as we scale rapidly. This role is for those who like an open canvas to do their best work; we love off-the-wall ideas and are waiting to let you run with them.

Freight Tiger uses unique technology to solve operational problems for all stakeholders in the supply chain, from large-scale producers to individual drivers. It is truly neutral, which is virtually unheard of in the logistics industry. This will give you the opportunity to strategize for a vast variety of customers across a diverse range of product offerings. If you've always wanted to push your creative limits, this is the place for you.

What we need from you: deal well with ambiguity, resilience and grit, passion to market and position B2B technology products, and most importantly, lots of drive. What you'll get in return: a seat at the table at a growth-stage tech start-up with a brilliant team and massive potential.

Website: www.freighttiger.com

Email: hr@freighttiger.com



The Nitty-Gritties

Location: Mumbai / Bengaluru

About the role:

As a Business Development Manager, you will play a strategic role in building sales strategies to attain the overall business goals and strive to meet and exceed them. You will also be responsible for performance analysis and creating comprehensive and compelling strategic proposals to convince the senior management to implement strategic decisions.

Key responsibilities:

- Generating and processing lead opportunities across all our products.
- Engage with potential customers to present our products.
- Set up demonstrations and discuss technical solutions with potential customers.
- Propose pricing models based on customer's needs and product usage.
- Handle complex negotiations and contracting.
- Partner customers in the initial days of product usage for faster adoption and ensure a seamless experience with proper handover to the account managers.
- Collaborate with cross-functional teams for meeting organizational goals.

Preferred qualifications/skills:

- MBA from a good B-School.
- Min 4-6 years of experience in Business Development in any industry (B2B preferred).
- Good analytical skills and ability to assess client needs.
- Fast learner and ability to adapt quickly to new environments.
- SaaS or Logistics SaaS company/start-up experience is a plus.

We offer a competitive salary, equity, and a quality health insurance plan.