



Logistics that empowers

Field Sales Executive



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 endeavour.

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 top-of-class Sales expert 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 startup with a brilliant team and massive potential.

Website: www.freighttiger.com

Email: hr@freighttiger.com



The Nitty-Gritties

Location: Nhava Sheva/Taloja/Navi Mumbai Or Bhiwandi Or Pune (Chakan/Pimpri/Transport Nagar)

Key responsibilities:

- Prospecting opportunities and identifying new business leads (acquisition of transport partners & cargo owners).
- Objective and goal-driven and have consistently generated business and revenues directly.
- A go-getter with high energy and enthusiasm.
- Meet new customers regularly to open new opportunities.
- A good track record of client relationship management and servicing.

Preferred qualifications/skills:

- Passion for Logistics & Transportation Management with 1-2 years of experience. Freshers can also apply.
- Background of sales and distribution format, preferably from the logistics/courier industry; however, applicants from other sectors, such as viz, telecom, banking, etc.
- Self-motivated individuals willing to take up challenges to make a difference.
- Good communication skills with thorough knowledge of English, Hindi & other local languages will be a plus.
- Has a good track record of the client relationship and servicing across corporate, institutions and individuals.
- A team player and excellent interpersonal skills.

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