

## Notice for Placement

**Job opportunity for** Operations / Supply Chain Management

Company Name:- **Propaze (logistics tech startup company)**

Position:- **Business Development Associate**

Company Website:- [propaze.com](https://propaze.com)

Work Location:- **Andheri (E) near Western Express Highway Metro Station**

**Company Background / About Company:** The employer company is a logistics tech startup, whose US owner has fundraised ₹ 30 Cr.

Founded by a YCombinator alum, the company is building an advanced software platform for global trade, starting with ocean shipping and customs clearance.

**Job Profile / Responsibilities:** Develop and execute Sales strategies to beat targets and increase market share by:

- Identifying and pursuing new business opportunities with importers and exporters
- Building and maintaining strong relationships with key clients and partners
- Monitoring market trends and competitor activity to inform Sales strategy
- Providing ongoing coaching and support to Business Development team members
- Preparing and presenting regular Sales reports to management

### **Key Skills:**

- Pursuing final-year or recently graduated from Bachelor's or higher degree
- Strong verbal and written communication in English, Marathi, and/or Gujarati
- Proven track record of achieving sales targets
- Ability to build and maintain relationships with key clients and partners
- Strong organisational and time management skills
- Ability to work independently and as part of a team

**Required Qualification:** Graduate / Diploma / PG Programs in operations / Supply Chain Management

**Experience:** None required but any internship/business/working experience with B2B Sales and/or Logistics and Supply Chain Management preferred

**Other / Special Requirements:**

**Remuneration:** Rs. 3-5LPA fixed + variable

**Apply directly only at** <https://bit.ly/logistics-bda>

**Corporate Office:** Andheri (E)