



PR/110676 | AM / DM Solution Sales / Design

Job Information

Recruiter

JAC Recruitment India

Job ID

1609436

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

August 25th, 2026 11:12

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Location: Gurgaon

Role and Responsibilities:

- Customer Engagement: Understand customer requirements through discussions, site visits, and RFQs/RFPs/RFIs.
- Solution Design: Develop customized logistics solutions including warehouse layouts, manpower calculation based on productivity analysis and planning, process flows, and cost models to win new business.
- Techno-Commercial Proposals: Prepare and present detailed P&L and proposals with pricing, SLAs, and operational models.
- Sales: Onboard new customers.
- Cross-Functional Coordination: Work closely with Sales, Operations, Transport, and IT teams for solution development.

- Costing & Pricing: Build accurate cost models ensuring profitability and competitiveness.
- Bid Management: Handle RFQs/RFPs end-to-end, including analysis, solutioning, submission, and negotiation.
- Implementation & Rollout: Ensure smooth project implementation, handover, and go-live of new businesses as per agreed timelines.
- Market Analysis: Track industry trends, competitor activities, and customer needs.
- Products & Services: Mainly warehousing, transportation, and in-house logistics services

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Company Description