



ODeX India Solutions Pvt. Ltd

Job Description

Job Title: AVP

Division/Department: Relationship Management and Implementation

Location: Vikhroli, Mumbai

Experience: Minimum of 12 to 15 years' experience in the field of Business Operations, preferably in Shipping or EXIM or Logistics and / or software domain

Education: Postgraduate in Business Management or Business Operations or Shipping or EXIM or Logistics from premier B-schools preferred

Competencies required-

Functional / Technical Competencies:

- Product knowledge
- Sales planning
- Sales leadership
- Adaptability
- Data analysis
- Sales prediction
- Upselling
- Coaching
- Analytical skills
- Delegation

Behavioral Competencies:

- Strategic thinking
- Relationship building
- Expert negotiation
- Goal achievement
- Motivation
- Continuous learning and development
- Communication
- Active listening
- Time Management

Job Description –

- Develop and maintain professional relationships with top management and middle management of shipping lines / CFS / Various trade and business associations
- Responsible for finding new business opportunities from shipping Lines
- Work directly with Management on new Stakeholders Activations as well as on research and development of products across the country
- Establish relationships with key internal stakeholders like to deliver the right results to the end customer.
- To manage the team at client site and backend office staff
- To generate new ideas along with the Product Team.
- Build and Manage relationships with stakeholders.
- To gather new product related information from various stakeholders and liase with Product/IT team for implementation
- Ability to drive engineering, support and operations teams in ensuring product delivery.
- Facilitate conversations and decision making between stakeholders
- Develop analytics, systems and data management capabilities, including metrics and reports

Required skills and qualifications

- Strategic planning and execution to enhance profitability, productivity and efficiency throughout the company's operations.
- Define the operations strategy and roadmap along with the senior management.
- Deliver documents with prioritized features and corresponding justification.
- Work with external third parties to assess partnerships and licensing opportunities.
- Run beta and pilot programs with early-stage products and samples.