

## Ready to Challenge, Create & Change the Courier landscape?

**Pathao** is looking for a dynamic **Associate, Field Acquisition** to join our Courier team. The ideal candidate will drive merchant acquisition through factory visits, client meetings, and market penetration, while building strong business relationships and expanding Pathao Courier's corporate and FMCG client base.

### **The incumbent will have the responsibility to:**

- Conduct daily factory visits and client meetings to onboard merchants for Pathao Courier services.
- Build and maintain a sales pipeline targeting FMCG factories, dealer distributors, and corporate merchants.
- Penetrate markets currently served by 2nd and 3rd generation courier companies.
- Educate clients and operational POCs to streamline order processing and delivery operations.
- Maintain strong relationships with key corporate clients to ensure retention and business growth.
- Identify upselling and cross-selling opportunities to increase account revenue.
- Coordinate with Sales, Marketing, and Operations teams for smooth service delivery.
- Manage client contracts, SLAs, renewals, and account communications effectively.
- Monitor industry trends, competitor activities, and explore new business opportunities.

### **Requirements:**

- 1-2 years of working experience in Field Sales, territory sales or Business Development.
- Graduation from any reputed university in any discipline (Preferably Marketing)
- Proficiency in Microsoft Office, Google Workspace, and reporting tools for preparing sales updates, performance reports, and client records.
- Willingness to visit different locations within Dhaka and outside Dhaka as per business requirements.
- Ability to monitor market trends, competitor activities, and identify new business opportunities.

### **Here's What You'll Enjoy at Pathao!**

- A dynamic & collaborative workspace
- Competitive salary package
- Two annual festival bonuses
- Comprehensive insurance coverage
- Meal Allowance
- Phone allowance
- Exclusive employee discounts on Pathao services

If you are interested to know more about the mentioned position, please do check out the detailed **Job Descriptions** and kindly **Apply** - <https://lnkd.in/gASqrsAw>

We will be accepting applications till **May 28, 2026**.



WE'RE   
**HIRING!**

FOR PATHAO COURIER

- Associate, Field Acquisition

Join Us  
We're **Here With You**

