Remote Pro Ai

DOCUMENT

GROWTH TEAM · SECTOR FILE

Logistics & supply chain

Sector file · Account development with shippers, retailers and manufacturers between tender cycles.



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01 SECTOR OVERVIEW

Outbound sales development for logistics and supply-chain providers

Account development and partnerships with shippers, retailers and manufacturers between tender cycles, opened by a senior team and counted only when the operations decision-maker attends.

SUPPORTED SECTOR FROM OUR SECTOR STUDY · OCTOBER 2026



Account development with shippers, retailers and manufacturers between tender cycles.

The offer in this sector

20
closing-ready meetings in every delivery month

2
closed deals within 30 days of the first meeting

USD 450
per accepted meeting · nothing upfront in month one

18 of 20
qualify at minimum, else replaced or refunded in cash

What makes this sector hard

Price-first talks
Conversations that start with the rate and end there.

Tender-only accounts
Key accounts won through tenders, with little proactive development between cycles.

Buyers on the move
Operations buyers who are busy, mobile and rarely at a desk.

Launches without pipeline
New lanes, warehouses or services launched without a pipeline behind them.

02 WHO WE REACH

Ideal customer profile and decision-makers

Ideal customer profile

Attribute	Requirement
Who	Freight forwarders, 3PL and warehousing providers, last-mile and fleet operators, customs and trade-compliance services, and supply-chain software vendors.
Proof	A proven service.
Deal value	A minimum deal value, set with you at onboarding, at which a signed contract or a first invoice paid counts as a closed deal; set it where two deals matter to you.
Buyers	Shippers, retailers and manufacturers.
Scope rule	Supported sector: the guarantee applies where the need qualified is a service need, not a rate request.

Decision-makers we reach

#	Title	Counts toward the guarantee as
01	**Supply Chain Director**	Budget decision-maker (criterion 1)
02	**Head of Logistics / Operations**	Budget decision-maker (criterion 1)
03	**Procurement Director**	Budget decision-maker (criterion 1)
04	**Commercial Director** · for partnerships	Budget decision-maker (criterion 1)
05	**CFO** · cost-to-serve	Budget decision-maker (criterion 1)
06	**E-commerce or Retail Operations Head**	Budget decision-maker (criterion 1)

Before you pay: the free 5-day market check

One questionnaire call, then your ideal customer profile and 50 named target companies with the decision-maker role at each, and a go or no-go review. If the market cannot carry 20 a month, we say so and stop. No cost either way.



A contracted delivery network: a named team of 5 plus a team lead, dedicated to you and led by your dedicated account manager, native-English callers in US business hours.

03 SIGNALS & METHOD

Buying signals and how we work there

Buying signals we track

- New distribution-centre or warehouse openings
- TMS or WMS system changes
- Freight-contract bid season
- E-commerce fulfilment growth
- Nearshoring and supplier moves
- Hiring operations and supply-chain leads

> Signals indicate probable demand, not a guaranteed intention to buy. Figures and client names appear only once a client in this sector approves publication in writing.

How the Growth Engine applies here

1. **A change we can name**
   The ICP targets accounts with a volume or service change the team can name in the opener.
2. **Calls lead**
   Calls lead, with short personal emails to confirm. Partnerships are a separate persona with its own message.
3. **Service need, not rates**
   A meeting counts only when the buyer states a service need in their own words (criterion 3), which keeps rate-shopping out of your calendar.
4. **Ready to quote**
   The follow-up kit after each meeting carries the requirement, so your commercial team can quote quickly.

Setup takes 14 days, free and outside your month. Every meeting reaches you with its brief, the prospect's e-mail, the recording reference and the scorecard; you accept or object within 2 business days.

Sample opener angle ILLUSTRATIVE, NOT A SCRIPT.

> “We saw [company] is opening [warehouse or route]. Operators making that move often need [capability] in the first quarter. If that is in your plan, [your company] can walk you through how similar operators handled it, in 20 minutes.”



The evidence folder per meeting: brief, the prospect's e-mail, recording reference, scorecard.



The 30-day clock for two closed deals starts at the first delivered meeting.

04 CRITERIA & NEXT STEP

How a meeting qualifies, what you can measure

The four written criteria

#	Criterion	In this sector
1	**Budget decision-maker.** The person who can approve the spend attends, or a delegate named in writing; mandate confirmed on the call.	Same in every sector.
2	**Need and timing, recorded.** In the prospect's own words, on a recorded call; the recording reference is attached.	A service need in the buyer's own words, not a rate request.
3	**Offer summary received.** Your one-page offer summary, with the agreed price or range, sent and acknowledged before the meeting.	Same in every sector.
4	**Requested in writing.** A formal e-mail from the prospect's company address requesting the meeting to discuss contracting: the evidence.	Same in every sector.

What you can measure

Measure	Value	Basis
Closing-ready meetings per delivery month	**20**	Contract
Qualification floor	**≥ 18 of 20, against the four criteria**	Contract
Closed deals	**2 within 30 days of the first delivered meeting, or we keep working free**	Contract
Your window to accept or object	**2 business days; silence is acceptance**	Contract
Replace before refund	**Replacement within 10 days, else USD 450 in cash within 5 business days**	Contract
Typical sales cycle	**~117 days**	Sector reference · Focus Digital, 3 Jul 2026

> Same offer in every sector: **20 closing-ready meetings in every delivery month** at USD 450 per accepted meeting, and 2 closed deals within 30 days of the first delivered meeting, or we keep working free. Customise from 20 to 60 meetings in steps of 5, same rate. Optional, your choice: we close the deal for you at USD 1,500 per deal closed by us.

Next step: a free 5-day market check for Logistics & supply chain

One call, then your ideal customer profile and 50 named target companies, and a go or no-go review. No cost. **«Check my market, free»** · «Read the guarantee on one page»

Remote Pro Ai

FREE · 5 DAYS · NOTHING UPFRONT

A free 5-day market check before you pay anything

You see your ideal customer profile and the 50 named companies we will call before you sign anything.

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