Remote Pro Ai

DRAFT

GROWTH TEAM · SECTOR FILE

Logistics & supply chain

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



DATE	VERSION	LANGUAGE	PAGES
31 October 2026	v2.0	English	6

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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 | STUDY SCORE 76/100



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

The market at a glance

1,056	USD 38.8bn	22 → 59	~117 days
logistics licences issued in 2024	market forecast for 2026	logistics zones by 2030	typical logistics sales cycle

Sources: Oxford Business Group, Saudi Arabia 2025 report · Focus Digital, 3 Jul 2026.

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	First-year deal value of at least USD 36,000 (SAR 135,000): the eligibility gate in every sector.
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**	Decision-maker, approved titles list
02	**Head of Logistics / Operations**	Decision-maker, approved titles list
03	**Procurement Director**	Decision-maker, approved titles list
04	**Commercial Director** · for partnerships	Decision-maker, approved titles list
05	**CFO** · cost-to-serve	Decision-maker, approved titles list
06	**E-commerce or Retail Operations Head**	Decision-maker, approved titles list

Eligibility gate

Every account list is checked first in your free Market Opportunity Report, within 48 hours. If your deals fall below the gate, we widen the segment, add a market or decline; there is no reduced guarantee.



A specialist sector cell led by your dedicated account manager, with senior SDRs (6–8 years each) who know this sector's buyers.

03 SIGNALS & METHOD

Buying signals and how we work there

Buying signals we track

- New warehouses, hubs or routes announced
- New logistics licences and logistics zones
- Import/export licence changes
- Retail or e-commerce expansion
- Large project logistics (construction, energy)
- Hiring in logistics and procurement
- Tenders for logistics contracts

> 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 and does not count in your month. Each meeting brief reaches you 24 hours before.

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.”

04 CRITERIA & NEXT STEP

How a meeting qualifies, what you can measure

The five qualification criteria

#	Criterion	In this sector
1	**Inside the ICP.** The company is inside the approved ideal customer profile.	Accounts with a volume or service change the team can name.
2	**Decision-maker attends.** A decision-maker from the approved titles list attends, or an influencer you approved in advance.	The operations decision-maker attends.
3	**Need in their words.** They state the need in their own words, documented in the recording or summary.	A service need in the buyer's own words, not a rate request.
4	**Held 20+ minutes.** Held for at least 20 minutes, with your named representative invited.	Same in every sector.
5	**Net-new.** Net-new to you: not a current customer, not an open deal, not excluded.	Same in every sector.

What you can measure

Measure	Value	Basis
Closing-ready meetings per month	**20**	Contract
Qualified floor	**≥ 18 of 20 (90%)**	Contract
Minimum held time	**20 minutes**	Contract
Meeting brief before each meeting	**24 hours**	Contract
Your window to accept or object	**2 business days**	Contract
Refund per unqualified meeting	**USD 275 (SAR 1,031) or a replacement**	Contract
Setup	**14 days, not counted**	Contract
Typical sales cycle	**~117 days**	Sector reference · Focus Digital, 3 Jul 2026

> Same offer in every sector: **20 closing-ready meetings a month for USD 5,500** (SAR 20,625), month to month. At least 18 of 20 qualify; for each one that doesn't, USD 275 (SAR 1,031) back or a replacement. Need more? Customise from 20 to 60 meetings a month, in steps of 5, at the same USD 275 per meeting.

See the numbers for Logistics & supply chain in your market

Your free Market Opportunity Report shows how many target accounts fit your profile, a 200-account sample with decision-maker phone coverage, 5 live buying signals and a decision-maker map, within 48 hours. **«Check my market, free»** · «Read the one-page contract»

Remote Pro Ai

FREE · 48 BUSINESS HOURS

Check your market before you pay anything

Your free Market Opportunity Report in 48 business hours: can it carry 20 a month? If not, we say so.

WRITE TO US

info@remote-pro.ai

ON THE WEB

remote-pro.ai/growth

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