



वितरण प्रबंधक

A Distribution Manager decides when, where and how a company's products move from the warehouse to shops, retailers and customers. They plan the distribution network, manage trucks and delivery routes, forecast stock and demand,...



Scan for everything on this career

Salary, exams, colleges, the routes in and the steps after — all on the portal.

career.gsssjethantri.in/#/career/distribution-manager

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सुशील कुमार शर्मा

प्रधानाचार्य, रा.उ.मा.वि. जेठन्तरी · मास्टर ट्रेनर
Principal, GSSS Jethantri · Master Trainer



श्री चेनाराम चौधरी

प्रधानाचार्य, डाइट बाड़मेर
Principal, DIET Barmer



श्रीमती संघमित्रा

वरिष्ठ व्याख्याता, डाइट बाड़मेर (सहयोग)
Sr. Lecturer, DIET Barmer (Support)



भरत चौधरी

अभिकल्पना व विकास · व्याख्याता (इतिहास)
Designed & developed · Lecturer (History)

विशेष धन्यवाद · SPECIAL THANKS



सुरेन्द्र सिंह राठौड़

व्याख्याता (इतिहास) · रा.उ.मा.वि. कानाना



सुरेश कुमार सैन

व्याख्याता (भूगोल) · रा.उ.मा.वि. रामसीन मूंगड़ा



वनिता कुमारी

व्याख्याता (इतिहास) · रा.उ.मा.वि. रामसीन मूंगड़ा



कमलेश चौधरी

व्याख्याता (राजनीति विज्ञान) · रा.उ.मा.वि. टापरा

करियर मार्गदर्शन कार्यशाला, डाइट बाड़मेर (14-17 जुलाई 2026) में विकसित व लोकार्पित
Developed & unveiled at the Career Guidance Workshop, DIET Barmer (14-17 July 2026)

यह एक स्वतंत्र परियोजना है, जो सरकार की आधिकारिक करियर-मार्गदर्शन सामग्री पर आधारित है। · An independent project based on the Government's official career-guidance content.

1 About this career

A Distribution Manager decides when, where and how a company's products move from the warehouse to shops, retailers and customers. They plan the distribution network, manage trucks and delivery routes, forecast stock and demand, and ensure fast, accurate delivery while keeping costs low. In the booming era of e-commerce and FMCG, it is a well-paid, responsible and fast-growing career that combines planning, technology and team management.

2 At a glance

Minimum qualification	Graduate; MBA in Logistics/SCM preferred
Course duration	MBA 1–2 years
Starting salary	₹22,000–35,000/month
Work mode	Full-time role across warehouse/office/field

3 What you need

INTERESTS

- Enjoy planning and getting things to the right place on time
- Like coordinating with teams, drivers and suppliers
- Interest in working with numbers, maps, routes and data

ABILITIES

- Problem-solving and quick decision-making ability
- Aptitude for analysis, calculation and planning
- Leadership and team-management skills

KEY SKILLS

- Planning and optimising distribution networks and delivery routes
- Inventory, demand forecasting and stock management

- Using SAP/ERP and warehouse-management software
- Tracking cost and efficiency with Excel and data analytics
- Negotiating and coordinating with transporters, suppliers and dealers
- Managing teams, KPIs and meeting delivery targets
- Problem-solving and removing supply-chain bottlenecks

4 How to get there

- 1 Complete graduation in any stream (Commerce/Management/Engineering is better).
- 2 Sit an entrance exam such as CAT/CMAT/MAT/XAT for an MBA/PG Diploma in Logistics & Supply Chain Management.
- 3 Learn practical skills in SAP/ERP, Excel and data analytics.
- 4 Gain warehouse/field experience through an internship or as a distribution executive.
- 5 With experience, grow from distribution executive to distribution manager and on to regional logistics head.
- 6 Start your career by applying to an FMCG, e-commerce or 3PL company.

MAIN EXAMS

- Common Admission Test (CAT) – for IIMs and top MBA colleges
- CMAT / MAT / XAT / Rajasthan MBA entrance test

5 Where to study

GOVERNMENT INSTITUTES

- भारतीय प्रबंधन संस्थान उदयपुर (IIM Udaipur) – ग्लोबल सप्लाय चेन मैनेजमेंट MBA — Udaipur, Rajasthan (<https://gscm.iimu.ac.in/>)
- राजस्थान विश्वविद्यालय – व्यवसाय प्रशासन विभाग (MBA) — Jaipur, Rajasthan (<https://www.uniraj.ac.in/>)
- मालवीय राष्ट्रीय प्रौद्योगिकी संस्थान (MNIT) – प्रबंधन अध्ययन विभाग — Jaipur, Rajasthan (<https://mnit.ac.in/>)
- राजस्थान केंद्रीय विश्वविद्यालय – प्रबंधन विभाग — Ajmer, Rajasthan (<https://www.curaj.ac.in/>)

PRIVATE INSTITUTES

- Amity University Rajasthan – CII School of Logistics (MBA L&SCM) — Jaipur, Rajasthan (<https://www.amity.edu/jaipur/pg-management-courses>)

- Manipal University Jaipur – MBA (Supply Chain Management) — Jaipur, Rajasthan (<https://jaipur.manipal.edu/>)
- Lovely Professional University – MBA in Logistics & Supply Chain Management — Phagwara, Punjab (<https://www.lpu.in/programmes/mba-in-logistics-and-supply-chain-management>)

ONLINE

- इग्नू (IGNOU) – MBA (ऑपरेशन्स/डिस्टेंस) — Online / Distance (<https://www.ignou.ac.in/>)
- SWAYAM – सप्लाइ चेन व ऑपरेशन्स ऑनलाइन कोर्स — Online (<https://swayam.gov.in/>)
- स्किल इंडिया डिजिटल हब – लॉजिस्टिक्स कोर्स — Online (<https://www.skillindiadigital.gov.in/>)

FEES

MBA fees at government universities (University of Rajasthan, MNIT, Central University) are roughly ₹30,000–1,50,000 per year. Top programmes like IIM Udaipur's Global Supply Chain MBA and private universities can cost ₹5–20 lakh. Online/IGNOU courses are relatively affordable.

SCHOLARSHIPS

- राष्ट्रीय छात्रवृत्ति पोर्टल (NSP) (<https://scholarships.gov.in/>)
- Buddy4Study – MBA/Management Scholarships (<https://www.buddy4study.com/scholarships/mba-scholarship>)
- SJE Rajasthan – छात्रवृत्ति योजनाएँ (<https://sje.rajasthan.gov.in/>)

6 What the work is like

WHERE YOU WORK

FMCG and consumer-goods companies, e-commerce firms, third-party logistics (3PL) and courier companies, retail-chain distribution centres and warehouses.

WORK CULTURE

Typically 6 days a week, 9–10 hours a day; pressure and long hours are common during festival and sale seasons. Work is split across warehouse, office and field, often involving shifts and travel.

WHO HIRES

- | | |
|--|---|
| • FMCG companies – Hindustan Unilever, ITC, Nestlé, Dabur | • E-commerce companies – Amazon India, Flipkart, Meesho |
| • Third-party logistics (3PL) – Mahindra Logistics, Delhivery, Blue Dart, DTDC | • Retail chains – Reliance Retail, DMart, BigBasket |

- Last-mile delivery companies – Shadowfax, Ecom Express
- Distribution/depot networks of manufacturing and pharma companies

DEMAND (2026)

India's e-commerce and quick-commerce boom has driven demand for fast delivery to every city and town, steadily raising the need for skilled distribution managers. FMCG, retail and 3PL companies are expanding their distribution networks, and the government's Gati Shakti and logistics policy make job prospects in this field strong.

7 Career growth

- 1 Distribution Executive / Logistics Coordinator
- 2 Distribution Manager
- 3 Regional Logistics / Distribution Head
- 4 Head of Supply Chain / VP – Logistics

EARNINGS

Starting	₹22,000–35,000/माह
Mid level	₹45,000–75,000/माह
Senior level	₹1,00,000–2,00,000+/माह

Per Glassdoor, the average Distribution Manager salary in India is about ₹9–10.5 lakh per year (roughly ₹75,000–87,000/month), with base pay ranging ₹7–15 lakh per year. Depending on experience, company and city, senior/regional roles can exceed ₹25–30 lakh per year.

8 The good parts · The challenges**The good parts**

- Plenty of jobs and good pay thanks to the e-commerce and FMCG boom
- A clear path to grow into regional head and VP roles with experience
- Interesting, varied work blending planning, technology and team management

The challenges

- Pressure, long hours and delivery targets during festival/sale seasons
- The manager is accountable for delays, losses or stock shortfalls
- May require travel and shift duty across warehouse and field

9 Real-life journeys

Rampraveen Swaminathan

Managing Director & CEO, Mahindra Logistics Ltd

Rampraveen Swaminathan holds a Commerce degree from Bangalore University and a management diploma from TA Pai Management Institute. After more than 25 years across companies like the Tata Group, Cummins, International Paper and Schneider Electric, he became Managing Director & CEO of Mahindra Logistics — one of India's leading third-party logistics (3PL) companies — in 2019. Under his leadership the company greatly expanded its distribution, warehousing and last-mile delivery network. His story shows that planning, technology and leadership can take you to the very top of the distribution and supply-chain industry.

Mahindra · <https://www.mahindra.com/rampraveen-swaminathan>

Karnika Bansal

Senior Director, Shadowfax (e-commerce logistics)

Karnika Bansal is a Senior Director at Shadowfax, one of India's leading last-mile delivery and e-commerce logistics companies. SCM Spectrum featured her among the top 10 women in the supply-chain management industry. In the fast-growing e-commerce sector she leads distribution operations and delivery networks. Her story inspires girls who want to take on leadership roles in fields like logistics and distribution management.

SCM Spectrum · <https://scmspectrum.com/scm-spectrum-features-top-10-women-in-supply-chain-management-industry/>

10 If this route does not work out

One exam or one attempt does not close the door. The same subjects also open these routes — entry is usually easier, and you can return to this field later.

- Supply Chain Manager
- Logistics Manager
- Port Operations Manager

11 Sources & further reading

1. Rajasthan Career Guidance – Distribution Manager — <https://cg.rajasthan.gov.in/careerguidance/hi/career/%e0%a4%b5%e0%a4%bf%e0%a4%a4%e0%a4%b0%e0%a4%a3-%e0%a4%aa%e0%a5%8d%e0%a4%b0%e0%a4%ac%e0%a4%82%e0%a4%a7%e0%a4%95/>

2. IIM Udaipur – Global Supply Chain Management MBA — <https://gscm.iimu.ac.in/>
3. Glassdoor – Distribution Manager Salary (India) — https://www.glassdoor.co.in/Salaries/distribution-manager-salary-SRCH_KO0,20.htm
4. MBAUniverse – MBA in Logistics and Supply Chain Management — <https://www.mbauniverse.com/mba-in-logistics-and-supply-chain-management>
5. Mahindra Logistics – Company Website — <https://mahindralogistics.com/>

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