



ABOUT ZIPPMAT

ZippMat is one of the fastest growing integrated companies focussed on simplifying procurement of diverse range of products for industrial and construction components. Our product offerings ranges from standard commodities like TMT, Cement, Bitumen, Lubricants, Industrial oils, RMC, AAC blocks to complex products like Industrial consumables, MRO, Safety gears and PPE equipment, tools and tackles, wires and cables, material handling and storage solutions. With our offerings, we serve our customers across industries like Construction, Engineering, Metal Fabrication and Machining, Casting and Forging, Injection Moulding, Aerospace and Defence, Automotive and EV, Consumer Electronics and others.

ZippMat's global supply chain network ensures the products and services are delivered to our end customer at a competitive price with world class quality parameters and time bound manner and is managed and traced by our inhouse tech solutions. Our tech solutions help us drive transparency and visibility for the customers and ensures we eliminate any uncertainty and lack of reliability in the system.

MARKETPLACE + FULFILLMENT

ZippMat through its tech enabled B2B marketplace platform helps customers solve their most significant problem statement like – project execution delays, increased project cost and working capital constraints by offerings like.

1. Real time order flow status
2. 100% order compliance with reduced TAT
3. Access to better working capital

With a very healthy financial strength and a strong operational footprint, ZippMat has delivered 1500+ deliveries from 200+ suppliers to 150+ customers across 18 states within the first year of inception and today is one of South India's fastest growing supply marketplace.

Founded by IIM, and top US university alumnus in 2021, ZippMat's core team has a combined experience of 100+ years in relevant industries. We have recently raised \$10 Million in equity & debt round led by Matrix Partners India, Zephyr Peacock India, HDFC and others.

Join Our Team and Shape the Future of Bharat's supply-chain

At ZippMat, we are on a mission to revolutionize and demystify Bharat's supply-chain. We believe that consistent and reliable delivery of quality, speed, and pricing are the key factors that can drive successful execution - be it construction or manufacturing industries. If you are passionate about making a difference and want to be part of an early-stage startup that is transforming supply-chain in India and the world, we invite you to join our team.



JOB DESCRIPTION

Designation	Manager/Sr. Manager – OEM Sales
Team/Function	Sales Industrial Consumables & MRO
Location	Bengaluru HQ, KA, IN
Reporting Manager	Associate Director
Internal Stakeholders	Sourcing, Operations, Accounts
External Stakeholders	Customer
Key Skills/Expertise	<ul style="list-style-type: none">▪ Problem Solving Skills▪ Excellent Communication Skills▪ Product Exposure
Qualification Education	Graduate / B.E. / B.Tech. & MBA
Required Experience	8-12 Years in sales and key accounts management

KEY RESPONSIBILITIES

- Doing cold calls to customers for lead generation and converting leads into sales.
- Increase customer base by onboarding new customers from the designated territory.
- Establish and maintain strong relationships with new and existing customers to drive sales in hunting and farming bucket.
- Communicate effectively with the cross functional team ensure on time deliveries to customer and conflict resolutions, if any.
- Achieve revenue quota on MOM and QOQ basis by unlocking account level revenue growth opportunities.
- Discuss the credit policy with customers and ensure timely collection of the receivables/outstanding.
- Closely keep a watch on competition in the market and give feedback to management to take the appropriate action.
- Provide input from time to time on way to improvise the offerings made to customers.
- Drive the P&L of the business and adhere to financial planning and budgeting of the business to achieve profitability goals.

Apply now by sending us a mail on hire@zippmat.com and be part of the ZippMat team that is reshaping supply-chain. Together, we can build a future of speed, reliability, and efficiency in the industry.