



## **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	Relationship Manager
Team/Function	Sales   Industrial Consumables & MRO
Location	Bengaluru HQ, KA, IN
Reporting Manager	Director / Associate Director of Sales
Internal Stakeholders	Sourcing, Operations, Accounts
External Stakeholders	Customer
Key Skills/Expertise	<ul style="list-style-type: none"><li>▪ Effective communication skills – conversant in English, Kannada, and Hindi (Optional)</li><li>▪ High on taking initiatives and an action-oriented approach</li></ul>
Qualification Education	Graduate / B.E. / B.Tech.
Required Experience	2-3 years of building relationships in the construction / manufacturing sector with a proven record of accomplishment

## KEY RESPONSIBILITIES

- **Product Sales:** The Relationship Manager is responsible for developing new business opportunities and managing relationships with clients, project managers, purchase managers, government contractors, bureaucrats, etc.
- **Financial Solution Sales:** RM is expected to have a good understanding of financial solutions like LC, BG & various discounting platforms. A deep understanding of credit ratings would be an added advantage. RM is expected to implement these financial solutions across customers there by resulting in a sound working capital management for his/her portfolio.
- **Market Intelligence:** RM would be expected to gather and evaluate market knowledge about new products and new regions.
- **P&L responsibility:** RM would be expected to have excellent understanding of P&L, there by managing both Topline and Bottomline of his/her region.
- **Sales Technology:** Experience of usage and implementation of CRM/ERP/Embedded Finance and productivity tools like JIRA and Confluence will be an added advantage.

Apply now by sending us a mail on [hire@zippmat.com](mailto: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.