



## ABOUT ZIPPMAT

**ZippMat** is one of India's fastest-growing integrated supply chain companies, transforming how businesses procure and manage a wide range of industrial materials. We simplify sourcing across both core and complex categories — from standard construction inputs to high-spec industrial supplies.

Our product portfolio includes **TMT bars, GGBS, fly ash, cement, bitumen, RMC, AAC blocks, lubricants, industrial oils**, as well as **MROs, safety gear and PPE, tools and tackles, wires and cables, fasteners, material handling systems, and storage solutions**.

We serve customers across a diverse set of industries — including **construction, infrastructure, engineering, automotive and EV, aerospace and defence, metal fabrication, casting and forging, plastics and injection moulding, and consumer electronics**.

At the heart of our offering is a **tech-enabled B2B marketplace + fulfilment platform** that solves key pain points around project delays, high procurement costs, and working capital inefficiencies. Customers benefit from:

- Real-time visibility on orders and delivery
- 100% compliant fulfilment with reduced TAT
- Credit access and intelligent risk underwriting

Our proprietary **supply chain operating system** integrates supplier onboarding, credit risk, procurement workflows, logistics, and finance — with automation, external partner portals, and real-time communication built in. This allows us to deliver not just materials, but **execution certainty**.

Since our founding in 2021, we've fulfilled over **₹500 Cr worth of orders**, completed **10,000+ deliveries**, and built a trusted supplier base of **500+ partners**, serving customers pan-India. Backed by top-tier investors like **Z47 (formerly Matrix Partners), Zephyr Peacock, and HDFC**, we're building the future of how India moves material.

Join us as we reshape Bharat's supply chains — making them faster, smarter, and more resilient.

**ZippMat Private Limited**  
CIN: U46632MH2021PTC364119

Registered Office:  
91 Springboard, 74/II, "C" Cross Road, Opp Gate no 2, SEEPZ, Andheri East, Mumbai – 400 093

Corporate Office:  
333, 14 Main Road, 6 'A' Cross, RMV Extension, Sadashivanagar, Bengaluru – 560 080

✉ [contact@zippmat.com](mailto:contact@zippmat.com)

🌐 [www.zippmat.com](http://www.zippmat.com)





## Job Description:

Designation	GFRP Technical Sales – Manager
Team/Function	Sales
Location	Bangalore
Reporting To	Director Sales
Industry type	Building Materials
Employment Type	Full Time, Permanent
Qualification Education	Bachelor's degree in business, Engineering, or a related field.
Required Experience	Minimum of 3 years of field sales B2B sales of construction material with strong communication and follow-up skills, preferably from TMT sales with exposure to the real estate sector

## Role Description:

- Conduct **Market mapping** to identify potential industrial and logistic park clients for GFRP products
- Cross selling products to existing and new customers.
- Add clients across various categories and manage existing customers
- Understanding of different product requirement from project sites
- Collections and debtor days management.
- Understanding of Letter of credit and bank guarantees
- Scout ongoing and upcoming construction activities of factories, warehouses, and logistics hubs to identify business opportunities.
- Develop and implement **Sales strategies** to penetrate the industrial and logistics sector effectively.
- Drive margins across various products
- Build and maintain strong relationships with key decision-makers in factories, warehouses, and logistics hubs.
- Conduct **site visits** to assess client needs and provide tailored solutions.
- Analyse market trends, competitor activity, and customer needs to inform sales planning.
- Present and demonstrate GFRP product benefits to prospective customers.
- Achieve and exceed **sales targets** through strategic planning and execution.
- Provide **market insights** and competitor analysis to improve sales strategies.
- Prepare and submit **sales reports** and forecasts regularly.
- Work closely with internal teams to ensure seamless product delivery and customer satisfaction.

**Language proficiency:** English, Hindi(Must), Kannada (Advantage)

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## What ZippMat Offers:

- Career growth opportunities.
- ESOPS for exceptional candidates.
- Industry-leading salaries.

Apply now by sending us a mail on **hiring@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

Website Link: <https://zippmat.com>

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