



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	Regional Head- South
Team/Function	Sales
Location	Bangalore
Reporting Manager	Sales Director
Internal Stakeholders	Sourcing, Operations, Key Account Management
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	10-14 Years in sales and key accounts management

KEY RESPONSIBILITIES

- Add clients across various categories and manage existing customers.
- Drive margins across various products.
- Regular customer and site visits across Delhi/NCR
- Cross-sell products to existing and new customers.
- Understand Letter of Credit and bank guarantees
- Create regional sales plans and quotas in alignment with business objectives
- Support Store Managers with day-to-day store operation
- Evaluate store and individual performances
- Report on regional sales results
- Forecast quarterly and annual profits
- Identify hiring needs, select and train new salespeople

Collections

Manage collections and debtor days.

Market Survey:

Understand different product requirements from project sites.

Sales Forecasting:

Collate data from customers (existing and new) to create a sales pipeline.

MIS and Reporting:

Generate reports timely and follow Sales SOP.

Team Training and Management:

Lead a team of Sales executives and train them.

Liaise with the operations team to maintain service levels.

ZippMat



A One-Stop shop for all your supply needs.

Language Proficiency:

Hindi & English

What Zippmat Offers:

Career growth opportunities.

ESOPS for exceptional candidates.

Industry-leading salaries.

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

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.

