



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

🌐 www.zippmat.com





Job Description:

Designation	Sales Director
Team/Function	Sales
Location	Bangalore
Reporting To	CEO / CO-Founder
Industry type	Building Materials
Employment Type	Full Time, Permanent
Qualification Education	B.Tech/B.E. in Any Specialization, B.B.A/ B.M.S in Management
Required Experience	10-15 years of experience in the related industry

Job Summary:

We are seeking a dedicated Sales Director with experience in construction materials who will take end-to-end ownership of our sales vertical. The ideal candidate will lead strategy, execution, team performance, and results across the full sales cycle.

Key Responsibilities

- Problem Solving Skills
- Excellent Communication Skills
- Product Exposure
- Team management
- Commercial understanding

Role Description:

- Add new clients across various segments and manage existing customer relationships
- Drive margins in INFRA & MARKET PLACE allied products
- Conduct regular customer and site visits across Karnataka and neighboring states
- Cross-sell related products to existing and prospective customers
- Understand and manage financial instruments such as Letters of Credit and Bank Guarantees
- Handle P&L management
- Build, lead, and grow the sales team
- Establish and implement a structured sales process for the sales vertical
- Provide ongoing training and upskilling for team members
- Ensure adherence to Sales SOPs, using CRM and ERP tools

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- Oversee collections and manage debtor days

Language proficiency: English (Must), Kannada (optional), Hindi (Must),

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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