



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 Executive (FOS) GFRP
Team/Function	Sales
Location	Bangalore
Reporting To	Sales Manager
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	2-4 years of experience in the related industry

Job Summary:

We are seeking a dedicated Field Sales Officer who excels at generating leads by engaging with employees and stakeholders at construction project sites. You'll visit various project locations, thoroughly assess on-site needs, and capture quality leads for our construction services. Your expertise in communication, on-site consulting, and lead qualification will contribute directly to expanding our client base and driving sales growth

Role Description:

- Conduct market mapping to identify potential industrial and logistic park clients for GFRP products.
- 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.
- 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: Kannada (Must), Hindi (optional), English (Must),

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What ZippMat Offers:

- Career growth opportunities.
- 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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