



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	Senior Manager – GGBS Sales
Team/Function	Sales
Location	Mumbai
Reporting To	Director-Sales
Industry type	Building Materials
Employment Type	Full Time, Permanent
Qualification Education	Civil Engineering Graduate Post Graduate (any stream)
Required Experience	8-12 years of experience in the related industry

Job Summary:

We are one of the leading supplier of GGBS, a critical ingredient in the manufacturing of Ready mix concrete, cement and in various construction applications. We are dedicated to providing our customers with high-quality materials and exceptional service. We are currently seeking a dynamic Sales professional to join our team and drive sales of GGBS to cement companies, ready-mix concrete (RMC) producers, builders, and road construction firms.

Role Description:

- Develop and execute a sales strategy to achieve targeted sales goals in the GGBS market.
- Identify and establish relationships with key decision-makers in cement companies, RMC producers, builders, and road construction firms.
- Conduct market research to identify emerging trends, competitive products, and potential business opportunities.
- Present and promote our brand EkoBlend GGBS to potential clients, explaining the benefits and applications in their operations.
- Collaborate with internal teams to ensure timely delivery and customer satisfaction.
- Provide technical support and advice on the application of GGBS in various construction projects.
- Maintain accurate records of sales activities, customer interactions, and market intelligence in CRM systems.
- Attend industry trade shows, conferences, and networking events to build relationships and promote our products.
- Negotiate contracts and pricing in line with company guidelines.
- Resolve customer complaints and queries effectively and efficiently.

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Key Skills & Competencies:

- Any engineering graduate with 8 to 12 years of B2B sales experience, preferably in the construction materials or related industry.
- Excellent relationship with GGBS buyers like cement, Concrete, CBG, waste, pavement blocks, RMC, bricks, Road, Mines industry and other industries in the assigned location.
- Proven track record of meeting or exceeding sales targets.
- Strong understanding of the construction industry, particularly in cement and concrete applications.
- Excellent communication and interpersonal skills, with the ability to build rapport with clients and stakeholders.
- Fluent in English, Hindi and Marathi; knowledge of other local languages is a plus.
- Strong negotiation skills and the ability to influence at various levels.
- Proficient in Microsoft Office and CRM software.

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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