



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, GGBS, Fly Ash, 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	Associate Director-Walling Products
Team/Function	Sales
Location	Mumbai
Reporting Manager	Sales Director
Internal Stakeholders	Sourcing, Operations, Accounts
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+ Years in sales and key accounts management in building material industry preferably from AAC// RMC/ Cement industry

KEY RESPONSIBILITIES

- Start Autoclaved Aerated Concrete (AAC) blocks along with other walling products like RMP, ready mix mortar, putty in South Gujarat, MMR and Pune region.
- Lead P&L for Walling division, to start with, in west and then scale it up across India.
- Interact with 3rd party manufacturers to ensure constant supplies for Zippmat at the right price and in Ekoblend Brand.
- Run QA QC, dispatch processes at 3rd party manufacturing units to ensure right quality and timely supply.
- Drive margins across various products.
- Regular customer and site visits across the region
- Cross-sell products to existing and new customers.

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.

CRM, MIS and Reporting:

Facilitate and guide team in using CRM and other internal tools to ensure timely reporting and following of Sales SOP.

ZippMat



A One-Stop shop for all your supply needs.

Team Recruitment Training and Management:

Build a team of talented individuals across South Gujarat, MMR and Pune

Lead a team of Sales executives and train them.

Liaise with the operations team to maintain service levels.

Language Proficiency:

Hindi & English (Marathi and Gujarati Preferred)

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.

