



## Job Description - Sales Executive

### About ZippMat:

At ZippMat, we are building the largest B2B construction material marketplace to connect infrastructure players with suppliers across India. We are a one-stop shop, promising on-time delivery of the best quality materials, anywhere in India, along with personalized financial solutions for our customers.

Within a short span of 1.5 years, the company has scaled to 45+ employees, and over \$30Mn ARR of sales, increasing sales by 1200% in 12 months. Our success in helping our customers simplify their supply chains and reduce their material spend has helped us get the backing of marque VC/PE funds, including Matrix India Partners, Zephyr Peacock India and Kettleborough VC.

You can read more about our recent fund raise [here](#).

We are in a phase of hyper growth, and continuously recruiting smart leaders to help strengthen our foundation – especially young entrepreneurs who are excited to be part of a rapidly growing company. We are already present in 10+ states and expanding our team in Bengaluru, Mumbai, and other cities.

Link to our [Website](#) & [LinkedIn](#)

### About the role

- An enterprising person to achieve the Sales Target for the month.
- Responsible from Sale till the Collection Target is achieved.
- To develop direct relationships by going on several New Client visits.
- Build a strong network within his region and must do a certain number of old client visits.
- Handling debtor days management.
- Handle Customer complaints.

### Must-have experience and skills

- 3-4 years of relevant construction materials sales experience
- Prior experience in selling construction materials like aggregates, sand, cement, BITUMEN, steel, bricks, fly ash, etc.
- High on taking initiatives and an action-oriented approach
- Effective communication skills – conversant in English, Kannada, and Hindi (Optional)