



Job Description - Relationship Manager

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

- **Product Sales:** The Relationship Manager is responsible for developing new business opportunities and managing relationships with clients, project managers, purchase managers, government contractors, bureaucrats, etc.
- **Financial Solution Sales:** RM is expected to have a good understanding of financial solutions like LC, BG & various discounting platforms. A deep understanding of credit ratings would be an added advantage. RM is expected to implement these financial solutions across customers there by resulting in a sound working capital management for his/her portfolio.
- **Market Intelligence:** RM would be expected to gather and evaluate market knowledge about new products and new regions.
- **P&L responsibility:** RM would be expected to have excellent understanding of P&L, there by managing both Topline and Bottomline of his/her region.
- **Sales Technology:** Experience of usage and implementation of CRM/ERP/Embedded Finance and productivity tools like JIRA and Confluence will be an added advantage.

Requirement

- Looking for a highly motivated, innovative, Relationship Manager to join our team.
- The ideal candidate will have 2-3 years of building relationships in the construction / manufacturing sector with a proven record of accomplishment.