

Marconix Sales Solutions Private Limited

<https://marconix.in/job/business-development-executive-fmcg-food/>

Business Development Executive / Sales Officer – FMCG Food

Description

Business Development Executive / Sales Officer – FMCG Food

- **Location:** Hyderabad, Telangana
- **Job Type:** Full-time | Field Sales
- **Experience:** 1–4 Years
- **CTC:** Up to ₹3 LPA + Performance Incentives
- **Industry:** FMCG | Food & Beverages | Consumer Products

We are looking for **high-energy, result-oriented Business Development Executives / Sales Officers** to join our growing **FMCG Food business** in Hyderabad.

This is a **field-based sales role** for someone who enjoys meeting customers, developing markets, building retailer relationships and driving sales growth.

If you have experience in **FMCG sales, food products, general trade, distributor sales, channel sales or retail sales**, this could be a great opportunity to accelerate your career.

What You'll Do

- Drive **primary & secondary sales** across assigned Hyderabad markets.
- Identify and onboard **distributors, dealers, retailers and new outlets**.
- Develop and manage the assigned **retail / general trade territory**.
- Conduct regular market visits and execute **beat plans & sales routes**.
- Generate new business through **retailer acquisition and market expansion**.
- Ensure product availability, visibility and effective **in-store execution**.
- Build strong relationships with distributors, retailers and channel partners.
- Track competitor activities, pricing, schemes and market trends.
- Achieve monthly **sales, distribution, outlet coverage and revenue targets**.
- Submit daily/weekly sales reports and maintain accurate market data.

Who We're Looking For

- 1–4 years of experience in **FMCG Sales / Food & Beverage Sales / General Trade / Channel Sales / Retail Sales**.
- Experience handling **distributors, dealers, retailers or supermarkets** is preferred.
- Candidates from **FMCG Food, Beverages, Snacks, Namkeen, Packaged Foods, Grocery or Consumer Goods** backgrounds are highly preferred.
- Strong communication, negotiation and relationship-building skills.
- Comfortable with extensive **field sales and daily market visits**.
- Target-oriented, self-motivated and commercially driven.
- **Two-wheeler + valid driving licence** preferred.
- Candidates with good knowledge of **Hyderabad local markets** will have an advantage.

Hiring organization

Marconix Sales Solution Private Limited

Employment Type

Full-time

Job Location

Hyderabad, Hyderabad, Telangana, India

Base Salary

₹ 2,50,000 - ₹ 3,00,000

Date posted

September 21, 2026

What You Get

CTC: Up to ₹3 LPA + Performance Incentives

- Competitive compensation
- Attractive performance-linked incentives
- Opportunity to work with a growing FMCG Food business
- Exposure to **market expansion, distribution development and brand building**
- Fast-growth environment with strong career opportunities

Pay: ₹250,000.00 – ₹300,000.00 per year

Benefits:

- Flexible schedule
- Health insurance
- Provident Fund

Ability to commute/relocate:

- Hyderabad, Telangana: Reliably commute or planning to relocate before starting work (Preferred)

Experience:

- FMCG: 3 years (Required)

Work Location: In person