

MSSPL

<https://marconix.in/job/fmcg-sales-officer-hyderabad/>

Business Development Executive / Sales Officer – FMCG Food

Description

We are hiring an experienced **FMCG Sales Officer in Hyderabad** to join our growing FMCG Food business as a **Business Development Executive / Sales Officer**. This is a field-based sales role for someone who enjoys meeting customers, developing markets, building retailer relationships and driving sales growth across Hyderabad, Telangana.

Job Overview

- **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

Build Markets. Win Retailers. Grow Brands.

We are looking for high-energy, result-oriented Business Development Executives / Sales Officers to join our growing FMCG Food business in Hyderabad. If you have experience in FMCG sales, food products, general trade, distributor sales, channel sales or retail sales, this **FMCG Sales Officer Hyderabad** role could be a great opportunity to accelerate your career.

Responsibilities

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.

Qualifications

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.

Hiring organization
MSSPL

Employment Type
Full-time

Beginning of employment
Immediate

Industry
FMCG | Food & Beverages | Consumer Products

Job Location
Hyderabad, Telangana, India

Working Hours
Field sales role; typical working hours 9:30 AM – 6:30 PM, Monday to Saturday

Base Salary
200000

Date posted
August 28, 2026

Valid through
15.10.2026

- 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.

Job Benefits

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

If you're an experienced **FMCG Sales Officer in Hyderabad** looking to build markets, win retailers and grow brands, apply now to join our team!