

Marconix Sales Solutions Private Limited

<https://marconix.in/job/senior-field-sales-executive/>

Senior Field Sales Executive

Description

Location: Bengaluru, Karnataka

Job Type: Full-time

Industry: FMCG / Retail / Consumer Products

Work Type: Field Sales

Job Summary

Marconix is hiring a **Field Sales Executive** for a growing consumer products business in Bengaluru.

The role is focused on expanding retail distribution, acquiring new retail outlets, generating orders, and building strong relationships with retailers across assigned areas of Bengaluru.

We are looking for candidates with experience in **field sales, FMCG sales, retail sales, B2B sales, general trade, distributor sales or business development.**

Key Responsibilities

- Visit assigned retail outlets according to the daily beat plan.
- Identify and acquire new retail outlets, supermarkets, kirana stores and departmental stores.
- Introduce and explain the company's products and product range to retailers.
- Generate orders and achieve assigned monthly sales targets.
- Discuss product margins, schemes, stock availability and promotional offers with retailers.
- Book retailer orders through CRM/mobile sales applications.
- Follow up with existing retailers and generate repeat orders.
- Revisit outlets regularly to check inventory and identify reorder opportunities.
- Promote new products, sales schemes and marketing initiatives.
- Build and maintain strong relationships with retailers and business customers.
- Collect retailer feedback, competitor information and market intelligence.
- Maintain accurate outlet information and update daily sales activities in the CRM application.
- Ensure required outlet coverage as per the assigned beat plan.
- Coordinate with the reporting manager regarding sales performance and market activities.
- Attend regular sales review meetings and submit daily/weekly sales reports.

Target Customers

You will work with:

- Kirana stores
- Standalone supermarkets
- Departmental stores
- Retail outlets

Hiring organization

Marconix Sales Solution Private Limited

Employment Type

Full-time

Job Location

Bangalore City, Bengaluru, India

Base Salary

₹ 20,000 - ₹ 25,000

Date posted

September 21, 2026

Requirements

- 1–4 years of experience in **field sales, FMCG sales, retail sales, B2B sales, general trade, distributor sales or business development.**
- Experience in FMCG, food products, beverages, consumer goods or retail distribution is preferred.
- Good communication and negotiation skills.
- Comfortable with daily field visits and meeting retailers.
- Ability to acquire new outlets and develop customer relationships.
- Target-oriented and self-motivated.
- Basic knowledge of CRM/mobile sales applications.
- Willingness to travel within Bengaluru for customer and market visits.
- **Kannada communication skills will be an advantage.**
- Two-wheeler and valid driving licence preferred.

Compensation

Salary: ₹20,000 – ₹25,000 per month

Additional Benefits:

- Travel allowance
- Performance-based sales incentives
- Structured incentive plan linked to sales and business performance

What We Are Looking For

We are looking for a motivated field sales professional who enjoys meeting retailers, developing new business and working towards measurable sales targets.

Candidates with hands-on experience in **FMCG sales, retail sales, general trade, B2B sales, distributor sales or territory sales** are encouraged to apply.

The candidate will be required to travel within assigned areas of Bengaluru for retail and customer visits.

Pay: ₹20,000.00 – ₹25,000.00 per month

Benefits:

- Flexible schedule
- Health insurance

Experience:

- FMCG Sales: 2 years (Required)
- Field sales: 3 years (Required)
- Retail sales: 2 years (Required)

Work Location: In person