

Field Sales Hiring Kit

FMCG Brands & Distribution

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This guide explains what the tool produces, how to use the output, and what to watch for. The actual output (draft/report) is generated on the tool page.

Background

Produces a hiring kit for field-sales roles — ISR/PSR, Sales Officer, ASM — with role profile, sourcing, a practical selling/market test, interview questions and verification. Use it to recruit the field force. For the contract use the Sales Employee Agreement.

Purpose of this tool & output

Hire ISRs and sales officers who deliver

How the output is used

Use it to hire ISRs and sales officers who deliver — a field sales hiring kit with the profile, screening and field-test that matter.

Important cautions

Test real selling and market knowledge, not just a CV; frontline sales is a doing job.

Companion documents

- Sales Employee Agreement
- Field Force Attendance & Reporting System
- Sales Induction & Onboarding
- Sales Performance Management & PIP
- FMCG Field HR Policy Handbook
- Field Force Retention & Engagement

This is AI-assisted guidance. Verify with a qualified professional before any binding decision. Fees, authorities and processes vary by state and change over time — confirm with your state authority.