1. Coached and promoted high-achieving sales and account management employees to fill leadership positions with qualified staff and boost company growth.
2. Identified opportunities for growth within [Location] territory and collaborated with sales teams to reach sales goal.
3. Led targeted training programs to educate staff on product benefits and service capabilities.
4. Collaborated with internal teams and suppliers to evaluate costs against expected market price points and set structures to achieve profit targets.
5. Encouraged cross-selling of additional products and services through relationship-building and acquired understanding of customer business needs.
6. Built deep relationships with store managers, business owners and distribution partner sales teams by employing industry expertise and knowledge, retail strategies and sales tactics.
7. Increased retail volume by [Number]% in [Timeframe].
8. Drove team revenue totals by bringing in over $[Amount] in sales.
9. Held one-on-one meetings with [Job Title]s to identify selling hurdles and offered insight, including [Area of expertise] into how best to remedy such issues.
10. Led solution selling strategy initiatives to maximize sales of [Product or Service].
11. Achieved sales goals of $[Amount] and service targets by leveraging interpersonal communication skills and product knowledge to cultivate and secure new customer relationships.
12. Attracted new clientele and developed customer relationships by hosting product-focused events.
13. Collaborated with advertising group to create uniformity between advertising messages and retail incentives.
14. Enhanced profitability by developing pipelines utilizing marketing and sales strategies.
15. Created and launched new online marketing strategies, resulting in [Number]% sales increase.
16. Held weekly meetings with [Job title]s to identify techniques to overcome sales obstacles.
17. Managed revenue models, process flows, operations support and customer engagement strategies.
18. Targeted prospects in other territories through careful research of competitor products, services and trends.
19. Resolved problems with high-profile customers to maintain relationships and increase return customer base.
20. Managed and motivated sales team to increase revenue [Number]% in [Timeframe].
21. Exceeded sales quotas and increased profitability through effective sales strategy and business planning.
22. Aligned company goals with customer outcomes and increased satisfaction by automating contact management systems.
23. Sold products by developing relationships with network of [Type] professionals.
24. Hired [Number] sales representatives over [Timeframe]-long period.
25. Organized promotional events and interacted with community to increase sales volume.
26. Brought about industry-leading [Result] by applying strategic [Type] industry knowledge and leadership skills.
27. Closed average of [Number] sales calls each quarter.
28. Coordinated staff sales meetings to discuss developmental strategy, best practices and process improvements.
29. Created lists of potential customers based on regional markets and assigned sales tasks to team of [Number] employees.
30. Liaised with customers, management and sales team to better understand customer needs and recommend appropriate solutions.
31. Investigated and integrated new strategies to expand business operations and grow customer base.
32. Increased profit margins by effectively controlling budget and overhead and optimizing product turns.