1. Assisted in product placement and visual merchandising, maintaining attractive and inviting appearance.
2. Devised and implemented product strategies for filling market gaps and driving consistent sales.
3. Met frequently with technical, product management and service personnel to stay current on company offerings and business policies.
4. Generated and followed up on lead lists resulting from specific marketing campaigns.
5. Established beneficial professional networks and partnerships to gain insight and campaign support resulting in long-term business relationships.
6. Helped resolve client problems quickly with superior customer service.
7. Planned over [Number] annual [Type] events to strengthen brand initiatives and maximize outreach.
8. Managed all sales plan activities, including [Task] and [Task], resulting in [Result].
9. Increased revenue by [Number]% in [Timeframe] and achieved all sales goals for [Timeframe].
10. Determined problem areas and resolved issues related to profitability and business objective achievement.
11. Automated [Type] contact management system, resulting in better client organization and goal alignment.
12. Exceeded sales goals by at least [Number]% for [Number] quarters in row.
13. Managed business development initiatives by developing impactful customer relationships and executing benefit-oriented presentations to increase revenue.
14. Proactively managed client correspondence and recorded all tracking and communications.
15. Trained and mentored [Number] new sales representatives.
16. Cold-called leads and closed [Number] sales over [Timeframe].
17. Implemented marketing strategies and techniques, increasing revenue and customer satisfaction.
18. Reached out to customers after completed sales to evaluate satisfaction and determine immediate service requirements.
19. Catered product launches specifically and successfully towards clientele to meet business objectives and support customer relations.
20. Utilized professional sales techniques to persuasively communicate with clients.