1. Preserved revenue streams by utilizing strong communication and negotiation skills, offering refunds as last resort to maintain customer satisfaction.
2. Cultivated customer loyalty, promoted repeat customers and improved sales.
3. Leveraged sales expertise to promote [Product or Service] and capitalize on upsell opportunities.
4. Boosted sales revenue by skillfully promoting diverse [Product or Service] options.
5. Offered advice and assistance to customers, paying attention to special needs or wants.
6. Assisted customers with setting appointments, shipping and special order requests, and arranging merchandise pick-up at other locations.
7. Communicated with vendors regarding back order availability, future inventory and special orders.
8. Maintained customer satisfaction with forward-thinking strategies focused on addressing customer needs and resolving concerns.
9. Fielded customer questions regarding available merchandise, sales, current prices and upcoming company changes.
10. Provided primary customer support to internal and external customers in fast-paced environment.
11. Achieved and consistently exceeded revenue quota through product and service promotion during routine calls.
12. Recommended [Product or Service] to customers, thoroughly explaining details.
13. Liaised with customers, management and sales team to better understand customer needs and recommend appropriate solutions.
14. Drove team revenue totals by bringing in over $[Amount] in sales.
15. Answered constant flow of customer calls with up to [Number] calls in queue per minute.
16. Provided information to customers regarding [Company]'s charge card and loyalty program and helped to open and activate new accounts.
17. Regularly exceeded daily sales and product add-on quotas.
18. Educated customers on promotions to enhance sales.
19. Answered customer telephone calls promptly to avoid on-hold wait times.
20. Used company troubleshooting resolution tree to evaluate technical problems while leveraging personal expertise to find appropriate solutions.