1. Assessed and analyzed sales team performance to determine areas of weakness and areas of strength.
2. Developed and designed [Type] and [Type] training aids to enhance and simplify training processes.
3. Improved revenue generation of new hires [Number]% by implementing new, improved onboarding process.
4. Used [Software] to revise and update training materials and content to reflect new products and techniques.
5. Evaluated trainee performance to provide individual coaching, tools and constructive feedback.
6. Assessed each location's individual and team performances, analyzing data trends to determine best methods to improve sales results.
7. Marketed [Product type] to targeted audience at trade shows and events.
8. Analyzed and collected data to track trainee satisfaction and educational trends using [Software].
9. Prepared sales presentations for clients showing success and credibility of [Type] products.
10. Trained [Number] new sales representatives on sales strategies and processes to reduce process gaps.
11. Coordinated [Number] employees selling [Type] products and services worth over $[Amount].
12. Owned all aspects of sales planning, development, and team and account management for central [Type] territory.
13. Closed average of [Number] sales calls each quarter.
14. Increased sales revenues to $[Amount] for [Type] services by leveraging effective negotiating skills.
15. Brought about industry-leading [Result] by applying strategic [Type] industry knowledge and leadership skills.
16. Achieved established KPI for company, regional team and individual performance through teamwork and focus on customers.
17. Drove team revenue totals by bringing in over $[Amount] in sales.
18. Monitored sales team performance, analyzed sales data and reported information to area managers.
19. Hired, supervised and coached [Number] employees on sales strategies to optimize performance.
20. Decreased [Timeframe] spending by [Number]% through effectively designing budgets using [Software].