1. Managed major accounts portfolio worth $[Number].
2. Built and improved customer engagement plans, boosting conversion rates [Number]%.
3. Managed over [Number] accounts and product installations resulting in increased sales volume.
4. Developed company brand messaging, collateral materials, customer events, promotional strategies, and product commercialization.
5. Reached out to customers to offer range of services and products in order to drive sales growth.
6. Briefed senior executives on monthly projections, product launches and other marketing plans.
7. Developed business marketing plans for each client account.
8. Oversaw [Area] territory with $[Number] in annual revenue.
9. Deepened customer relationships through strong attention to needs and knowledgeable service.
10. Implemented marketing strategies which resulted in [Number]% growth of customer base.
11. Identified opportunities for growth within [Location] territory and collaborated with sales teams to reach sales goal.
12. Monitored metrics and marketing investments to assess performance and implement continuous improvements.
13. Analyzed accounts for delinquencies and other ongoing issues.
14. Developed strategic relationships with key suppliers and clients to foster profitable business initiatives.
15. Built strategic relationships with key account personnel.
16. Developed and executed account strategies to meet sales goals.
17. Worked with other departments to deliver solutions according to schedule and per customer requirements.
18. Traveled to client sites to facilitate sales presentations.
19. Increased customer satisfaction ratings through proactive and actionable resolutions to questions, concerns or challenges.
20. Leveraged industry trends and competitive analysis to improve customer relationship building.