1. Elevated account management by predicting potential competitive threats and outlining proactive solutions.
2. Addressed problems with accounting, billing and service delivery to maintain and enhance client satisfaction.
3. Secured high-value accounts through consultative selling, effective customer solutions and promoting compelling business opportunities.
4. Developed highly profitable pipeline based on multiple sales penetration techniques.
5. Exceeded sales goals and market competitions through effective negotiation of product and material pricing, freight and delivery rates and employee payment terms.
6. Contributed to annual revenue of $[Amount] by selling [Type] services and developing new accounts.
7. Achieved [Number]% of monthly quota and grew sales to $[Amount] in [Timeframe].
8. Reinvented team interaction with prospective clients by developing innovative and creative sales pitch implemented into sales team strategy.
9. Built and strengthened long-lasting client relationships based on accurate price quotes and customer-centric terms.
10. Managed [Number] accounts by reviewing and mitigating discrepancies and collaborating with account holders.
11. Liaised between account holders and various departments, communicating effectively to maintain customer satisfaction and uphold company protocols.
12. Researched emerging industry trends, new applications, concepts and procedures for clients to update current training curriculum.
13. Managed book of business worth $[Amount] across [Number] accounts.
14. Introduced new processes to improve account and market tracking, increasing company revenue $[Amount].
15. Developed and delivered engaging and polished presentations to highlight products and draw favorable competitor comparisons.
16. Analyzed account details such as usage, [Type] data and client comments to enhance understanding of [Product or service] effectiveness and understand client needs.
17. Oversaw new business development and customer servicing, including cold calling, networking, marketing, lead generation and account servicing.
18. Increased longevity of [Type] accounts by providing individualized customer service and developing relationships with account holders.
19. Expanded sales by [Number]% by facilitating client satisfaction and renewing customer relations.
20. Negotiated prices for products and freights to decrease overall costs by [Number]%.