1. Exceeded sales goals and market competitions through effective negotiation of product and material pricing, freight and delivery rates and employee payment terms.
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. Elevated account management by predicting potential competitive threats and outlining proactive solutions.
5. Reinvented team interaction with prospective clients by developing innovative and creative sales pitch implemented into sales team strategy.
6. Contacted regular and prospective customers to explain product features and solicit orders.
7. Monitored customer buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals.
8. Developed highly profitable pipeline based on multiple sales penetration techniques.
9. Collaborated with internal teams and suppliers to evaluate costs against expected market price points and set structures to achieve profit targets.
10. Built client relationships by acting as liaison between customer service and sales teams.
11. Anticipated clients' needs by staying in touch on regular basis.
12. Effectively led seasoned team of partner managers and account coordinators.
13. Worked diligently to resolve unique and recurring complaints, promoting loyalty and enhancing operations.
14. Organized joint sales calls with current customers and outside vendors.
15. Obtained and evaluated credit information about prospective customers.
16. Maintained central database of key contacts, risk ratings, financial impact and key issues.
17. Consulted with clients after sales and contract signings to resolve problems and provide ongoing support.
18. Met with average of [Number] clients per week consistently, resulting in [Number]% client retention rate.
19. Analyzed and reported on [Timeframe] customer activity, business trends and areas of concern.
20. Developed and implemented creative, cost effective programs which increased client retention rates by [Number]% compared to prior year.