1. Developed highly profitable pipeline based on multiple sales penetration techniques.
2. Addressed problems with accounting, billing and service delivery to maintain and enhance client satisfaction.
3. Exceeded sales goals and market competitions through effective negotiation of product and material pricing, freight and delivery rates and employee payment terms.
4. Elevated account management by predicting potential competitive threats and outlining proactive solutions.
5. Secured high-value accounts through consultative selling, effective customer solutions and promoting compelling business opportunities.
6. Built and strengthened long-lasting client relationships based on accurate price quotes and customer-centric terms.
7. Contributed to annual revenue of $[Amount] by selling [Type] services and developing new accounts.
8. Reinvented team interaction with prospective clients by developing innovative and creative sales pitch implemented into sales team strategy.
9. Achieved [Number]% of monthly quota and grew sales to $[Amount] in [Timeframe].
10. Identified key entry points to enhance market penetration and effectively analyzed data to optimize customer satisfaction and increase profitability by [Number]%.
11. Researched emerging industry trends, new applications, concepts and procedures for clients to update current training curriculum.
12. Negotiated prices for products and freights to decrease overall costs by [Number]%.
13. Recommended brand products to customers, highlighted benefits and redirected objections to secure more than $[Amount] in sales.
14. Boosted sales numbers with proactive account servicing and diligent relationship-building.
15. Increased longevity of [Type] accounts by providing individualized customer service and developing relationships with account holders.
16. Educated clients on new [Product or service] and updated account information to maintain high standards of client service.
17. Developed and delivered engaging and polished presentations to highlight products and draw favorable competitor comparisons.
18. Liaised between account holders and various departments, communicating effectively to maintain customer satisfaction and uphold company protocols.
19. Analyzed account details such as usage, [Type] data and client comments to enhance understanding of [Product or service] effectiveness and understand client needs.
20. Introduced new processes to improve account and market tracking, increasing company revenue $[Amount].