1. Achieved sales goals of $[Amount] and service targets by leveraging interpersonal communication skills and product knowledge to cultivate and secure new customer relationships.
2. Monitored customer buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals.
3. Investigated and integrated new strategies to expand business operations and grow customer base.
4. Held weekly meetings with [Job title]s to identify techniques to overcome sales obstacles.
5. Worked diligently to resolve unique and recurring complaints, promoting loyalty and enhancing operations.
6. Devised sales strategies to increase points of distribution, shelf space, product positioning, consumer awareness, trial, conversion and user acquisition.
7. Collaborated with internal teams and suppliers to evaluate costs against expected market price points and set structures to achieve profit targets.
8. Led targeted training programs to educate staff on product benefits and service capabilities.
9. Communicated product quality and market comparisons by creating sales presentations.
10. Developed and executed sales presentations as well as both internal and external product training workshops.
11. Resolved problems with high-profile customers to maintain relationships and increase return customer base.
12. Collaborated with advertising group to create uniformity between advertising messages and retail incentives.
13. Reduced allowance spending by [Number]% by improving timing and quality of operational processes.
14. Monitored sales team performance, analyzed sales data and reported information to area managers.
15. Forecasted sales of $[Amount] and set successful policies to achieve [Number]% of objective.
16. Maximized [Type] sales by updating procedures for [Task] and increasing productivity.
17. Liaised with sales, marketing and management teams to develop solutions and accomplish shared objectives.
18. Directed work of efficient administrative team maintaining accurate sales, inventory and order documentation.
19. Assessed each location's individual and team performances, analyzing data trends to determine best methods to improve sales results.
20. Enhanced profitability by developing pipelines utilizing marketing and sales strategies.