1. Prospected for new customers in target areas or demographics to bring in new business.
2. Supported key promotions by contacting established and potential customers to discuss offerings.
3. Developed and managed plans to grow territory more than [Number]% through [Action].
4. Completed over [Number] cold calls per week to bring in new customers, maintaining [Number]% conversion rate.
5. Motivated team members to meet and exceed sales targets.
6. Set up new customer accounts and updated existing profiles with latest information.
7. Prepared timely and accurate reports each [Timeframe] outlining [Type] and [Type] data.
8. Proposed additional service options to clients to capitalize on upsell opportunities.
9. Documented customer habits and preferences and recommended product and service updates to management.
10. Enhanced online presence to take advantage of dynamic conditions and unique platform opportunities.
11. Obtained pricing deals, negotiated contracts and solidified beneficial agreements.
12. Reviewed account activity to assess financial status and evaluate discrepancies.
13. Increased revenue by [Number]% through [Action].
14. Completed routine and complex account updates to resolve problems.
15. Adhered to standards of quality and service as well as all compliance requirements.
16. Keyed customer details, including contact information and payment data into system, carefully observing all corporate procedures related to confidentiality.
17. Presented new and additional products and services to existing customers.
18. Placed new customer orders and scheduled appointments.
19. Used targeted questioning strategies to discover insight on prospect needs and requirements.
20. Interviewed customers to obtain information needed for opening new accounts or renting safe-deposit boxes.