1. Exceeded sales goals and market competitions through effective negotiation of product and material pricing, freight and delivery rates and employee payment terms.
2. Developed highly profitable pipeline based on multiple sales penetration techniques.
3. Reinvented team interaction with prospective clients by developing innovative and creative sales pitch implemented into sales team strategy.
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. Educated clients on new [Product or service] and updated account information to maintain high standards of client service.
7. Negotiated prices for products and freights to decrease overall costs by [Number]%.
8. Addressed problems with accounting, billing and service delivery to maintain and enhance client satisfaction.
9. Researched emerging industry trends, new applications, concepts and procedures for clients to update current training curriculum.
10. Increased longevity of [Type] accounts by providing individualized customer service and developing relationships with account holders.
11. Achieved [Number]% of monthly quota and grew sales to $[Amount] in [Timeframe].
12. Contributed to annual revenue of $[Amount] by selling [Type] services and developing new accounts.
13. Liaised between account holders and various departments, communicating effectively to maintain customer satisfaction and uphold company protocols.
14. Recommended brand products to customers, highlighted benefits and redirected objections to secure more than $[Amount] in sales.
15. Introduced new processes to improve account and market tracking, increasing company revenue $[Amount].
16. Expanded sales by [Number]% by facilitating client satisfaction and renewing customer relations.
17. Developed and delivered engaging and polished presentations to highlight products and draw favorable competitor comparisons.
18. Analyzed account details such as usage, [Type] data and client comments to enhance understanding of [Product or service] effectiveness and understand client needs.
19. Listened attentively to client feedback and worked with product development team to introduce revolutionary service expected to generate $[Amount] in revenues.
20. Oversaw new business development and customer servicing, including cold calling, networking, marketing, lead generation and account servicing.