1. Engaged in product training, demonstrations, consumer awareness, branding and acquisition initiatives to raise awareness and revenues.
2. Reduced costs [Number]% through client and distributor price negotiations.
3. Drove team revenue totals by bringing in over $[Amount] in sales.
4. Sold products by developing relationships with network of [Type] professionals.
5. Streamlined [Type] procedures and [Type] tasks by implementing [Software].
6. Managed and motivated sales team to increase revenue [Number]% in [Timeframe].
7. Identified opportunities for growth within [Location] territory and collaborated with sales teams to reach sales goal.
8. Liaised with customers, management and sales team to better understand customer needs and recommend appropriate solutions.
9. Devised sales strategies to increase points of distribution, shelf space, product positioning, consumer awareness, trial, conversion and user acquisition.
10. Decreased [Timeframe] spending by [Number]% through effectively designing budgets using [Software].
11. Attracted new clientele and developed customer relationships by hosting product-focused events.
12. Collaborated cross-functionally with headquarters, regional and other teams nationally to maintain consistent message and experience.
13. Drove team and company profits by developing and strengthening relationships with industry partners and potential clients.
14. Closed average of [Number] sales calls each quarter.
15. Created and launched new online marketing strategies, resulting in [Number]% sales increase.
16. Exceeded sales quotas and increased profitability through effective sales strategy and business planning.
17. Created and implemented new business opportunities by utilizing strategic networking strategies.
18. Coordinated staff sales meetings to discuss developmental strategy, best practices and process improvements.
19. Communicated progress of monthly and quarterly initiatives to internal and external sales teams.
20. Achieved established KPI for company, regional team and individual performance through teamwork and focus on customers.