1. Liaised with management and operations, implementing strategies to support profit and growth.
2. Managed [Number] accounts and set priorities through [Action] to meet deadlines and achieve [Result].
3. Researched market conditions and competitor profiles and instituted adjustments to remain competitive.
4. Resolved customer complaints by investigating problems and developing solutions to preserve relationship and foster ongoing business opportunities.
5. Communicated regularly with customers to build rapport and maintain customer satisfaction.
6. Collaborated with [Job title] and [Job title] to develop and maintain industry relationships.
7. Maintained proper condition of company-supplied equipment and material for optimal performance.
8. Demonstrated effective [Software] presentation skills to engage client through [Action] to accomplish [Result].
9. Achieved individual and assigned team quotas through [Action] to attain sales, profits and strategic objectives.
10. Tracked and analyzed sales data in [Software] to generate forecasting reports and enhance selling propositions and training objectives.
11. Developed in-depth knowledge of each client's business through research and regular on-site meetings.
12. Developed bottom-up forecasting plans for territory to address quarterly sales goal attainment for [Product or service].
13. Generated [Number] leads [Timeframe] and maintained relationships with prospective customers to drive sales forward.
14. Partnered with [Job title] to develop strategy to combat increased competitive presence within territory.
15. Attended and participated in [Timeframe] trade shows, conventions and seminars to market business and gain industry contacts.
16. Increased business profits [Number]% by streamlining processes and trimming unnecessary positions.
17. Furthered brand awareness through [Action] and [Action].
18. Cultivated long-term relationships through focused effort on customer's unique needs and finding best solutions.
19. Oversaw daily administrative operations, including [Task], [Task] and [Task].
20. Participated in monthly training on latest technology trends and products in industry.