1. Managed accounts receivable worth $[Amount] in monthly revenue, diligently staying on top of payment requests to keep aging low.
2. Kept senior managers informed about sales activities, current inventory and other metrics via timely reports.
3. Navigated multiple computer systems expertly to handle customers' sales and service needs.
4. Employed consultative techniques, using probing questions to overcome objections and close sales.
5. Researched client requests to create best possible solutions for diverse needs.
6. Stocked and merchandised products at route locations, keeping every vendor well-supplied with enough product to meet forecasted sales level.
7. Offered knowledgeable insight into available products and services as well as competitor activities to help consumers make informed decisions.
8. Maintained [Number]% conversion rate on new contacts by using persuasive communication skills.
9. Cross-sold and upsold products to customers based on solid understanding of current and forecasted needs.
10. Called on existing accounts to drive sales through proactive and relationship-driven contact strategies.
11. Reviewed all customer inquiries to understand project scope while managing internal disciplines to compliantly respond.
12. Troubleshot sales and service operations to increase profitability and bring positive organizational change.
13. Handled sales paperwork and payments with high degree of accuracy to minimize recordkeeping errors.
14. Supported market research activities, including metrics and requirements development and risk management.
15. Answered in-depth questions about company offerings, service policies and benefits of each plan.
16. Contributes to sales engineering effectiveness by identifying short-term and long-range issues and recommending courses of action.
17. Recommended and developed CMC teams to support individual pursuits.
18. Submitted monthly reports, including booking forecasts, monthly highlights and CRM entries.
19. Analyzed marketing data, including market trends, competitor performance and product strengths.
20. Managed technical integration, systems engineering program management, customer support and program management.