1. Coached employees and trained on methods for handling various aspects of sales, complicated issues and difficult customers.
2. Offered hands-on assistance to customers, assessing needs and maintaining current knowledge of consumer preferences.
3. Recruited, interviewed and hired talented individuals bringing dynamic sales expertise to organization.
4. Exceeded sales goals and accomplished business objectives by inspiring staff and promoting target products.
5. Strengthened merchandising and promotional strategies to drive customer engagement and boost sales.
6. Liaised with sales, marketing and management teams to develop solutions and accomplish shared objectives.
7. Trained team members in successful strategies to meet operational and sales targets.
8. Oversaw employee performance, corrected problems and increased efficiency to maintain productivity targets.
9. Recruited and retained top talent, with focus on completing timely performance evaluations, providing positive feedback and rewarding superior performance.
10. Assessed sales reports to identify and enhance sales performance, support inventory oversight and capitalize on emerging trends.
11. Greeted all customers cheerfully and asked open-ended questions to ascertain needs.
12. Coached and mentored team of [Number] account executives to achieve sales and customer engagement score targets.
13. Built and strengthened cross-functional partnerships to improve sales success.
14. Set sales objectives and attainment plans for [Type] region.
15. Developed [Number] new managers from within [Number]-person regional workforce.
16. Conducted ongoing staff development to help employees achieve growth within job roles.
17. Achieved [Number]% of regional quota for [Number] straight quarters.
18. Mentored and trained [Number] sales associates for two store locations.
19. Tightened security around store to reduce shrink and alleviate theft.
20. Evaluated resource utilization to identify opportunities for optimization.