1. Networked among local business and community organizations to develop leads and generate business.
2. Pitched plans and investment strategies to potential partners to raise capital.
3. Improved bottom-line profitability by growing customer base and capitalizing on upsell opportunities.
4. Met with current clients to assess needs and develop improvement plans.
5. Arranged potential client contacts, cultivated relationships and followed through all service needs.
6. Organized focus groups to design best marketing strategy for product offerings.
7. Negotiated contracts and closed sales with new and existing clients.
8. Maintained extensive knowledge of company products and services to provide top-notch expertise to customers.
9. Boosted revenue by bringing in and cementing relationships with new clients and optimizing servicing of existing customer accounts.
10. Enhanced customer experience using all omnichannel offerings.
11. Managed needs of more than [Number] customers at once using strong prioritization and multitasking abilities.
12. Enhanced sales techniques and marketing plans strengthen business development efforts.
13. Used [Software] to handle current portfolio and prospective leads.
14. Sought out and engaged with customers to drive sales and service using suggestive selling.
15. Followed procedures, documentation, instructions and Audit & Business Controls guidelines from both client and company.
16. Referred customers to specialized selling teams to build long term trust.
17. Developed new business opportunities by effectively communicating product lines to leading international corporations.
18. Reviewed invoices, payment requests, advance requests, expense reimbursements and proper coding, prior to approval.
19. Developed new business by networking with prospects and valuable customers at [Type] and [Type] events.
20. Proactively engaged customer in various departments in order to provide in-depth product knowledge in non-commissioned environment