1. Identified key products, services and customers and used data to devise innovative sales and marketing plans enabling dramatic growth.
2. Capitalized on industry and marketplace trends to strategize solutions and enhance business operations.
3. Streamlined operational efficiencies by delivering recommendations for knowledge-base processes and procedures.
4. Directed successful SEO and link-building campaign to increase website's credibility and drive traffic.
5. Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit.
6. Performed research to uncover potential target areas, markets and industries.
7. Established relationships with key decision-makers within customer's organization to promote growth and retention.
8. Implemented marketing strategies for stand-alone, fully integrated [Type] company providing solutions to meet demands of [Industry] industry.
9. Reached out to potential customers via telephone, email and in-person inquiries.
10. Devised SWOT analysis to create and execute business plan supporting achievement of established quotas.
11. Compiled product, market and customer data to forecast accurate sales and profit projections.
12. Leveraged [Type] strategy to produce consistent monthly income of $[Amount].
13. Completed and submitted monthly and yearly [Type] reports to support executive decision making.
14. Generated new business with marketing initiatives and strategic plans.
15. Helped incorporate product changes to drive customer engagement and firm profits.
16. Consistently exceeded quotas through penetration of new accounts.
17. Worked with existing customers to increase purchases of products and services.
18. Boosted sales from [Type] and [Type] channels more than [Number]% from [Year] to [Year].
19. Created reports and presentations detailing business development activities.
20. Identified distributor challenges related to corporate service offerings in order to formulate potential solutions.