1. Traveled throughout assigned territory to leverage leads and visit existing customers.
2. Maintained accurate and thorough records of leads and customer account information.
3. Cultivated new leads through application of [Type] and [Type] strategies.
4. Conducted research to monitor market conditions and industry competitors.
5. Maintained responsibility for [Number] accounts within assigned territory, consistently touching base to assess needs and satisfaction.
6. Identified new targets, developed new business opportunities and presented product lines to customers.
7. Acquired [Number] new customers, generating [Number]% of team revenue.
8. Developed and presented educational pitches detailing practical and financial product benefits.
9. Served customers with knowledgeable, friendly support at every stage of shopping and purchasing.
10. Used consultative sales approach to understand customer needs and recommend relevant offerings.
11. Maintained optimal financial controls by following loss prevention procedures and protecting cash assets.
12. Liaised with customers, management and sales team to better understand customer needs and recommend appropriate solutions.
13. Drove team revenue totals by bringing in over $[Amount] in sales.
14. Opened new merchandise and stocked sales floor racks and shelves.
15. Forged and nurtured impactful relationships with customers to cultivate loyalty, boosting customer satisfaction ratings [Number]%.
16. Achieved sales goals of $[Amount] and service targets by leveraging interpersonal communication skills and product knowledge to cultivate and secure new customer relationships.
17. Greeted customers and offered assistance with selecting merchandise, finding accessories and completing purchases.
18. Trained new employees on customer service, money handling and organizing strategies.
19. Conferred with customers to understand needs and make targeted [Product or Service] recommendations.
20. Merchandised attractive shelf displays with current offerings to drive store sales.