1. Marketed [Product type] to targeted audience at trade shows and events.
2. Managed revenue models, process flows, operations support and customer engagement strategies.
3. Liaised with sales, marketing and management teams to develop solutions and accomplish shared objectives.
4. Hired, supervised and coached [Number] employees on sales strategies to optimize performance.
5. Owned all aspects of sales planning, development, and team and account management for central [Type] territory.
6. Assessed each location's individual and team performances, analyzing data trends to determine best methods to improve sales results.
7. Held weekly meetings with [Job title]s to identify techniques to overcome sales obstacles.
8. Reduced costs [Number]% through client and distributor price negotiations.
9. Sold products by developing relationships with network of [Type] professionals.
10. Drove team revenue totals by bringing in over $[Amount] in sales.
11. Trained [Number] new sales representatives on sales strategies and processes to reduce process gaps.
12. Attracted new clientele and developed customer relationships by hosting product-focused events.
13. Resolved problems with high-profile customers to maintain relationships and increase return customer base.
14. Maximized [Type] sales by updating procedures for [Task] and increasing productivity.
15. Developed and executed sales presentations as well as both internal and external product training workshops.
16. Drove team and company profits by developing and strengthening relationships with industry partners and potential clients.
17. Increased profits through providing excellent customer service, following established guidelines and auditing sales reports.
18. Held one-on-one meetings with [Job Title]s to identify selling hurdles and offered insight, including [Area of expertise] into how best to remedy such issues.
19. Aligned company goals with customer outcomes and increased satisfaction by automating contact management systems.
20. Achieved established KPI for company, regional team and individual performance through teamwork and focus on customers.