1. Maintained accurate and thorough records of leads and customer account information.
2. Conducted research to monitor market conditions and industry competitors.
3. Developed and presented educational pitches detailing practical and financial product benefits.
4. Cultivated new leads through application of [Type] and [Type] strategies.
5. Traveled throughout assigned territory to leverage leads and visit existing customers.
6. Identified new targets, developed new business opportunities and presented product lines to customers.
7. Forged and nurtured impactful relationships with customers to cultivate loyalty, boosting customer satisfaction ratings [Number]%.
8. Maintained responsibility for [Number] accounts within assigned territory, consistently touching base to assess needs and satisfaction.
9. Acquired [Number] new customers, generating [Number]% of team revenue.
10. Maintained optimal financial controls by following loss prevention procedures and protecting cash assets.
11. Merchandised attractive shelf displays with current offerings to drive store sales.
12. Completed efficient store resets to prepare store for special promotions and seasonal updates.
13. Used consultative sales approach to understand customer needs and recommend relevant offerings.
14. Served customers with knowledgeable, friendly support at every stage of shopping and purchasing.
15. Conferred with customers to understand needs and make targeted [Product or Service] recommendations.
16. Trained new employees on customer service, money handling and organizing strategies.
17. Opened new merchandise and stocked sales floor racks and shelves.
18. Collaborated with managers to provide customer feedback and recommend operational changes to meet emerging trends.
19. Liaised with customers, management and sales team to better understand customer needs and recommend appropriate solutions.
20. Drove store revenue by offering customers accessories and related purchases to complete selections.