1. Liaised with customers, management and sales team to better understand customer needs and recommend appropriate solutions.
2. Used [Software] to maintain company database with essential account and sales information.
3. Drove team revenue totals by bringing in over $[Amount] in sales.
4. Conferred with existing and potential customers to assess requirements and propose optimal [Type] solutions.
5. Developed new business by networking with prospects and valuable customers at [Type] and [Type] events.
6. Proactively managed client correspondence and recorded all tracking and communications.
7. Identified prospect needs and developed appropriate responses along with information on suitable products and services.
8. Resolved all issues efficiently and enhanced customer satisfaction ratings from [Number]% to [Number]% in [Timeframe].
9. Achieved sales goals of $[Amount] and service targets by leveraging interpersonal communication skills and product knowledge to cultivate and secure new customer relationships.
10. Acquired [Number] new customers, generating [Number]% of team revenue.
11. Performed timely and cost-effective project management through [Task] and [Task].
12. Serviced existing accounts on regular basis to maximize revenue.
13. Monitored weekly sales to write reports for senior leadership and streamline operational processes.
14. Networked at events and by phone to expand business profits and revenues.
15. Developed and utilized [Type] reports to assist leadership with key decisions and outperformance of operational targets.
16. Maintained routine communication with clients to assess overall satisfaction, resolve complaints and promote new offerings.
17. Enhanced success of advertising strategies by boosting engagement through social media and other digital marketing approaches.
18. Updated sales strategies and marketing channels to increase overall profitability by [Number]%.
19. Increased profits by [Number]% through generating and maintaining relationships with [Number] accounts and effectively selling new products.
20. Boosted brand awareness, implemented promotional campaigns and employed sales tactics for [Product or Service].