1. Drove retailer engagement, improved retailer satisfaction and earned retailer advocacy through communication and relationship management.
2. Targeted new markets and increased sales [Number]% through proactive sales and negotiation techniques.
3. Established and maintained [Number] accounts over [Timeframe], expanding territory by $[Amount].
4. Monitored customer buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals.
5. Surpassed growth targets and revenue projections by coordinating and planning [Type] product sales.
6. Proactively negotiated profitable contracts for all product lines and performed cold-calling to senior leadership to expand territory sales.
7. Facilitated [Number]% increase in [Type] sales over [Timeframe].
8. Enhanced success of advertising strategies by boosting engagement through social media and other digital marketing approaches.
9. Analyzed past [Type] data and sales team effectiveness to develop realistic [Timeframe] sales goals for [Type] sales.
10. Increased sales revenues to $[Amount] for [Type] services by leveraging effective negotiating skills.
11. Produced $[Number] in sales by implementing sales programs and processes, facilitating contacts through close.
12. Held weekly meetings with [Job title]s to identify techniques to overcome sales obstacles.
13. Attracted new clientele and developed customer relationships by hosting product-focused events.
14. Listened closely to customer needs and ascertained appropriate [Type] solutions within expected price range.
15. Sold over $[Amount] of [Type] product in [Timeframe], exceeding sales goals [Number]%.
16. Increased revenue by implementing effective sales strategies in all aspects of sales cycle process from prospecting leads through close.
17. Educated customers on features of ordered merchandise to promote understanding, resulting in [Number]% reduction in calls to customer support line.
18. Calculated sales commission for sales team of [Number] representatives.
19. Executed local, regional and national marketing and branding initiatives to drive sales within existing and prospective accounts.
20. Brought in at least $[Amount] in personal sales revenue every quarter, averaging [Number]% of group total.