1. Achieved dramatic sales increase by skillfully managing relationships and proactive sales approaches.
2. Formulated and presented innovative strategies to team members, executives and customers to build foundation for successful sales plans.
3. Worked diligently to resolve unique and recurring complaints, promoting loyalty and enhancing operations.
4. Connected with prospects through multipronged approaches, including trade shows, cold calling and local-area networking.
5. Captured and completed sales with customer-savvy quotes, proposals and contract management strategies.
6. Monitored customer buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals.
7. Consistently serviced accounts to maintain active contacts and continuously promote profitable offerings.
8. Prepared sales reports with informative graphs and charts to outline key data.
9. Established ambitious sales targets, managed deployment strategies and developed go-to-market plans to capitalize on every revenue opportunity.
10. Gave benefit-oriented, polished presentations driving dramatic revenue growth across multiple sales channels.
11. Responded to customer needs by answering questions and providing detailed information about [Product or Service].
12. Researched target market and identified customers' unique needs to suggest suitable products.
13. Identified and qualified new distributors to increase market share in key territories.
14. Collaborated with channel partners to identify and qualify mutually rewarding sales and business opportunities.
15. Investigated competitive landscape to maintain currency on market and anticipate negative business impacts.
16. Supervised, trained and mentored staff of [Number], resulting in consistent team achievement.
17. Updated and maintained websites to drive conversion rates as well as business and consumer sales.
18. Managed and motivated sales team to increase revenue [Number]% in [Timeframe].
19. Brought about industry-leading [Result] by applying strategic [Type] industry knowledge and leadership skills.
20. Recommended and implemented strategic initiatives targeting new business to increase sales [Number]%.