1. Improved sales processes to streamline customer acquisition and onboarding strategies.
2. Developed value-added solutions and approaches by leveraging trends in customer marketplaces and industries.
3. Monitored metrics and marketing investments to assess performance and implement continuous improvements.
4. Collaborated with internal teams and suppliers to evaluate costs against expected market price points and set structures to achieve profit targets.
5. Monitored customer buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals.
6. Coached employees in successful selling methods and encouraged cross-selling to drive revenue.
7. Delivered engaging sales presentations to new clients, explaining technical information in simplified language to promote features and increase client base.
8. Developed innovative marketing campaigns to increase engagement with target demographic and drive brand exposure.
9. Identified, hired and trained highly-qualified staff by teaching best practices, procedures and sales strategies.
10. Created effective strategies to target new markets after researching and analyzing competitor behavior.
11. Negotiated business transfer worth $[Number] in gross annual income.
12. Brought in more than $[Amount] in sales in less than [Number] months.
13. Closed over $[Number] in new sales in [Timeframe].
14. Maintained relationships with customers and found new ones by identifying needs and offering appropriate services.
15. Supervised sales team of [Number] people, stepping in to support employees and deliver smooth sales processes for clients.
16. Held weekly meetings with [Job title]s to identify techniques to overcome sales obstacles.
17. Exceeded regional annual sales target by [Number]%.
18. Expanded product distribution by adding more than [Number] new distribution points in region, including convenience stores, distributors, retail supermarkets and food services.
19. Pushed [Product or Service] revenue to new levels with more than $[Amount] in yearly sales.
20. Developed and implemented comprehensive salesperson training program.