1. Cold-called leads and closed [Number] sales over [Timeframe].
2. Met frequently with technical, product management and service personnel to stay current on company offerings and business policies.
3. Devised and implemented product strategies for filling market gaps and driving consistent sales.
4. Fostered vital customer relationships to generate $[Amount] in sales.
5. Established beneficial professional networks and partnerships to gain insight and campaign support resulting in long-term business relationships.
6. Resolved [Type] issues that impacted sales and business outcomes.
7. Retained excellent client satisfaction ratings through [Task] and [Task].
8. Evaluated inventory and delivery needs, optimizing strategies to meet customer demands.
9. Exceeded sales goals by [Number]% to increase revenue and facilitate selling of [Product or Service].
10. Resolved all issues efficiently and enhanced customer satisfaction ratings from [Number]% to [Number]% in [Timeframe].
11. Completed customer contracts and warranties as part of administrative aspects of sales.
12. Managed business development initiatives by developing impactful customer relationships and executing benefit-oriented presentations to increase revenue.
13. Generated average of $[Number] in sales while securing [Number]% goal attainment performance ratio.
14. Built strong rapport with clients by understanding needs and clearly explaining products.
15. Broadened territories and negotiated successful contracts by seeking out new clients and utilizing leadership skills.
16. Utilized professional sales techniques to persuasively communicate with clients.
17. Developed and delivered engaging sales presentations to convey product benefits.
18. Leveraged proven sales methods to increase revenue by [Number]% and surpass sales objectives by [Number]%.
19. Proactively managed client correspondence and recorded all tracking and communications.
20. Coached [Number] sales associates in product specifications, sales incentives and selling techniques, increasing customer satisfaction ratings [Number]%.