1. Generated and followed up on lead lists resulting from specific marketing campaigns.
2. Established beneficial professional networks and partnerships to gain insight and campaign support resulting in long-term business relationships.
3. Met frequently with technical, product management and service personnel to stay current on company offerings and business policies.
4. Proactively managed client correspondence and recorded all tracking and communications.
5. Devised and implemented product strategies for filling market gaps and driving consistent sales.
6. Fostered relationships with customers using [Skill] and [Skill] bolstering future sales opportunities.
7. Helped resolve client problems quickly with superior customer service.
8. Revitalized life insurance product profits to over $[Number] in [Timeframe].
9. Created professional sales presentations and seminars to effectively demonstrate product features and competitive advantages.
10. Reached out to customers after completed sales to evaluate satisfaction and determine immediate service requirements.
11. Expanded customer base [Number]% and boosted profit [Number]% in [Number] years.
12. Liaised between parties to coordinate schedules, payments and allocations while managing customer accounts.
13. Built business by hosting and attending events, launching special promotions and reaching out to local experts.
14. Served as liaison for company, clients and referred prospects regarding inquiries, issues, order management, post-sales follow-up and customer relations.
15. Cultivated sales and new business opportunities in new markets to achieve bottom-line results.
16. Managed all sales plan activities, including [Task] and [Task], resulting in [Result].
17. Exceeded sales goals by at least [Number]% for [Number] quarters in row.
18. Enhanced marketing and sales strategies to increase profitability by [Number]% and develop organizational pipeline.
19. Recommended accurate and effective solutions to customers after identifying problems.
20. Leveraged proven sales methods to increase revenue by [Number]% and surpass sales objectives by [Number]%.