1. Prepared and delivered samples and quotations to customers while providing technical expertise to convert prospects into sales.
2. Traveled to customer locations to analyze technical challenges, create dynamic strategies and rapidly implement [Type] solutions.
3. Promoted company products and services by attending trade shows and industry conferences.
4. Researched product availability and acquired use, benefits and pricing structure information for clients.
5. Partnered with marketing team to contribute towards marketing strategy by monitoring competitive products and industry reactions.
6. Fostered positive relationships with team members to improve company culture and increase productivity.
7. Liaised with [Job title] to meet and exceed sales targets for new business in assigned territory by [Action].
8. Maintained client and company confidence by keeping records confidential and secure to avoid data breach risks.
9. Provided technical expertise and recommendations to improve systems and processes, establish cost savings, and increase productivity.
10. Prospected new customers to generate sales leads and increased revenue from existing clients.
11. Demonstrated products and specific features at customer locations and special events.
12. Developed and executed product market strategy to determine distribution, price and promotion efforts.
13. Conducted market analyses and presented findings to [Job title] to develop and enhance product offerings.
14. Forged and nurtured impactful relationships with customers to cultivate loyalty, boosting customer satisfaction ratings [Number]%.
15. Provided input on contractual agreements for products and services to develop options and maximize profit margins.
16. Upsold and closed customer sales by driving product benefits around client needs and increased revenue from $[Number] to $[Number] in [Timeframe].
17. Boosted brand awareness, implemented promotional campaigns and employed sales tactics for [Product or Service].
18. Identified prospect needs and developed appropriate responses along with information on suitable products and services.
19. Coordinated trade shows and created marketing collateral to reach greater potential customers.
20. Grew business sales by [Number]% in [Timeframe] through effective cross-selling, exceptional customer service and cold calling.