1. Targeted prospects in other territories through careful research of competitor products, services and trends.
2. Assessed each location's individual and team performances, analyzing data trends to determine best methods to improve sales results.
3. Led targeted training programs to educate staff on product benefits and service capabilities.
4. Collaborated with internal teams and suppliers to evaluate costs against expected market price points and set structures to achieve profit targets.
5. Directed work of efficient administrative team maintaining accurate sales, inventory and order documentation.
6. Tracked changing product lines to effectively meet dynamic market demands.
7. Spearheaded efficient resolutions for wide-ranging customer issues to offer outstanding service and maintain high customer satisfaction.
8. Worked diligently to resolve unique and recurring complaints, promoting loyalty and enhancing operations.
9. Motivated and mentored sales employees to enhance presentation, negotiation and customer relations abilities.
10. Exceeded targets by building, directing and motivating high-performing sales team.
11. Attracted new clientele and developed customer relationships by hosting product-focused events.
12. Applied relationship-driven strategies to lock in [Type] sales worth more than $[Amount] in yearly revenue.
13. Carefully analyzed data to determine most effective sales strategies.
14. Increased division profits with strategic territory expansion and acquisition of [Number] new customers.
15. Collaborated cross-functionally with product development and production teams to improve designs and reduce costs.
16. Introduced new inventory management measures, effectively decreasing product theft over [Number]% within [Timeframe].
17. Serviced [Number] customer accounts every [Timeframe] while devoting significant energy to prospecting new leads with [Number]% conversion rate.
18. Offered new and existing customers profitable products to maintain strong territory-wide revenue.
19. Held weekly meetings with [Job title]s to identify techniques to overcome sales obstacles.
20. Expanded product distribution by adding more than [Number] new distribution points in region, including convenience stores, distributors, retail supermarkets and food services.