1. Made average of [Number] outbound and inbound calls per day.
2. Established excellent sales ability and strong interpersonal skills with confident and persuasive approach.
3. Generated minimum of [Number] new leads each day
4. Set up appointments with interested customers according to schedule availability.
5. Opened new accounts and documented personal, demographic and payment information in system.
6. Provided information about available products and services including membership details and purchase advantages.
7. Delivered scripted sales talks to customers reached via manual and automatic dialing systems.
8. Overcame objections using friendly, persuasive strategies.
9. Attained $[Number] in sales targets on monthly basis.
10. Explained product prices and packages as well as answered questions and addressed concerns of customers.
11. Handled approximately [Number] inbound and outbound call requests per day to provide existing customers with answers to questions and schedule appointments.
12. Delivered prepared sales pitch from script and persuaded potential customer to purchase product or service.
13. Originated and cultivated strong relationships with prospective clients by strategizing aggressive outbound calling campaigns.
14. Consulted with professionals to assess business needs and facilitate smooth on-boarding process.
15. Sourced and pre-qualified leads and identified new business opportunities by dialing [Number] daily outbound calls to build partnerships and achieve sales quota.
16. Displayed excellent sales skills and understanding of such skills.
17. Recorded contact information of customers and potential customers.
18. Leveraged CRM database to manage customer data, log calls and other activities and generate reporting to deliver actionable insights and develop sales pipeline.
19. Troubleshot any issues and escalated issues to proper department.
20. Attended networking events, trade shows and conventions to enhance industry knowledge and solicit potential prospects.
21. Escalated concerns or problem calls to management staff.
22. Assisted with training and orientation of new employees.
23. Answered inbound telephone calls from interested customers.
24. Answered questions with knowledgeable responses.
25. Skilled at client management software and computer dialing.