1. Explained product prices and packages as well as answered questions and addressed concerns of customers.
2. Performed cold calling and outreach to build sales pipeline.
3. Overcame objections using friendly, persuasive strategies.
4. Made average of [Number] outbound and inbound calls per day.
5. Opened new accounts and documented personal, demographic and payment information in system.
6. Set up appointments with interested customers according to schedule availability.
7. Generated minimum of [Number] new leads each day
8. Attained $[Number] in sales targets on monthly basis.
9. Provided information about available products and services including membership details and purchase advantages.
10. Established excellent sales ability and strong interpersonal skills with confident and persuasive approach.
11. Completed all paperwork, recognizing any discrepancies and addressing them in a timely fashion.
12. Delivered scripted sales talks to customers reached via manual and automatic dialing systems.
13. Saved $[amount] by implementing cost-saving initiatives that addressed long-standing problems.
14. Eliminated downtime and maximized revenue by providing top project quality control.
15. Actively listened to customers' requests, confirming full understanding before addressing concerns.
16. Used Microsoft Word and other software tools to create documents and other communications.
17. Drove operational improvements which resulted in savings and improved profit margins.
18. Resolved problems, improved operations and provided exceptional service.
19. Actively listened to customers, handled concerns quickly and escalated major issues to supervisor.
20. Increased customer satisfaction by resolving [product or service] issues.