1. Overcame objections using friendly, persuasive strategies.
2. Explained product prices and packages as well as answered questions and addressed concerns of customers.
3. Attained $[Number] in sales targets on monthly basis.
4. Provided information about available products and services including membership details and purchase advantages.
5. Established excellent sales ability and strong interpersonal skills with confident and persuasive approach.
6. Generated minimum of [Number] new leads each day
7. Made average of [Number] outbound and inbound calls per day.
8. Set up appointments with interested customers according to schedule availability.
9. Opened new accounts and documented personal, demographic and payment information in system.
10. Delivered scripted sales talks to customers reached via manual and automatic dialing systems.
11. Successfully maintain clean, valid driver's license and access to reliable transportation.
12. Devoted special emphasis to punctuality and worked to maintain outstanding attendance record, consistently arriving to work ready to start immediately.
13. Completed minor preventative maintenance and mechanical repairs on equipment.
14. Created spreadsheets using Microsoft Excel for daily, weekly and monthly reporting.
15. Conducted research, gathered information from multiple sources and presented results.
16. Maintained excellent attendance record, consistently arriving to work on time.
17. Worked to maintain outstanding attendance record, consistently arriving to work ready to start immediately.
18. Participated in continuous improvement by generating suggestions, engaging in problem-solving activities to support teamwork.
19. Handled [number] calls per [timeframe] to address customer inquiries and concerns.
20. Actively listened to customers' requests, confirming full understanding before addressing concerns.