1. Established excellent sales ability and strong interpersonal skills with confident and persuasive approach.
2. Answered calls, took messages and transferred calls to appropriate individuals.
3. Explained product prices and packages as well as answered questions and addressed concerns of customers.
4. Performed cold calling and outreach to build sales pipeline.
5. Displayed excellent sales skills and understanding of such skills.
6. Attained $[Number] in sales targets on monthly basis.
7. Recorded contact information of customers and potential customers.
8. Troubleshot any issues and escalated issues to proper department.
9. Skilled at client management software and computer dialing.
10. Assisted with training and orientation of new employees.
11. Set up appointments with interested customers according to schedule availability.
12. Opened new accounts and documented personal, demographic and payment information in system.
13. Made average of [Number] outbound and inbound calls per day.
14. Generated minimum of [Number] new leads each day
15. Provided information about available products and services including membership details and purchase advantages.
16. Used coordination and planning skills to achieve results according to schedule.
17. Performed duties in accordance with all applicable standards, policies and regulatory guidelines to promote safe working environment.
18. Overcame objections using friendly, persuasive strategies.
19. Developed and implemented performance improvement strategies and plans to promote continuous improvement.
20. Delivered scripted sales talks to customers reached via manual and automatic dialing systems.