1. Led solution selling strategy initiatives to maximize sales of [Product or Service].
2. Built relationships with customers and community to establish long-term business growth.
3. Liaised with sales, marketing and management teams to develop solutions and accomplish shared objectives.
4. Accomplished sales goals and boosted revenue by $[Number] through product knowledge and customer relationship management.
5. Created [Type] and [Type] reports by tracking weekly sales.
6. Developed and executed sales presentations as well as both internal and external product training workshops.
7. Led targeted training programs to educate staff on product benefits and service capabilities.
8. Coached and promoted high-achieving sales and account management employees to fill leadership positions with qualified staff and boost company growth.
9. Developed compelling presentation decks to gain approval for ideas and communicate results.
10. Monitored sales team performance, analyzed sales data and reported information to area managers.
11. Drove business success by maintaining and applying current knowledge of sales, promotions and policies regarding payments, exchanges and security practices.
12. Communicated product quality and market comparisons by creating sales presentations.
13. Built deep relationships with store managers, business owners and distribution partner sales teams by employing industry expertise and knowledge, retail strategies and sales tactics.
14. Directed work of efficient administrative team maintaining accurate sales, inventory and order documentation.
15. Resolved problems with high-profile customers to maintain relationships and increase return customer base.
16. Investigated and integrated new strategies to expand business operations and grow customer base.
17. Coordinated [Number] employees selling [Type] products and services worth over $[Amount].
18. Increased sales revenues to $[Amount] for [Type] services by leveraging effective negotiating skills.
19. Hired [Number] sales representatives over [Timeframe]-long period.