1. Displayed excellent sales skills and understanding of such skills.
2. Skilled at client management software and computer dialing.
3. Explained product prices and packages as well as answered questions and addressed concerns of customers.
4. Assisted with training and orientation of new employees.
5. Established excellent sales ability and strong interpersonal skills with confident and persuasive approach.
6. Answered calls, took messages and transferred calls to appropriate individuals.
7. Recorded contact information of customers and potential customers.
8. Performed cold calling and outreach to build sales pipeline.
9. Made average of [Number] outbound and inbound calls per day.
10. Troubleshot any issues and escalated issues to proper department.
11. Overcame objections using friendly, persuasive strategies.
12. Generated minimum of [Number] new leads each day
13. Attained $[Number] in sales targets on monthly basis.
14. Opened new accounts and documented personal, demographic and payment information in system.
15. Delivered scripted sales talks to customers reached via manual and automatic dialing systems.
16. Created plans and communicated deadlines to ensure projects were completed on time.
17. Participated in continuous improvement by generating suggestions, engaging in problem-solving activities to support teamwork.
18. Provided information about available products and services including membership details and purchase advantages.
19. Delivered exceptional level of service to each customer by listening to concerns and answering questions.
20. Set up appointments with interested customers according to schedule availability.