1. Led team of [Number] sales professionals bringing in over $[Amount] in yearly revenue.
2. Established and administered annual budget with effective controls to prevent overages, minimize burn rate and support sustainability objectives.
3. Monitored call quality, speed and effectiveness of each team member and developed improvement plans to help each agent reach full potential.
4. Communicated, implemented and tracked team goals and strategies.
5. Maximized productivity by directing training and mentoring of each employee.
6. Collaborated with upper management about ways to improve customer experience and increase sales.
7. Performed supplier risk evaluations and supported regulatory inspections.
8. Developed, utilized and reported on success metrics.
9. Evaluated suppliers by assessing quality, timeliness and compliance of deliveries to maintain tight cost controls and maximize business operational efficiency.
10. Maintained store equipment, including computers, printers and fax machines.
11. Supervised site investigations, reported issues and escalated those that required further assistance.
12. Conducted supplier risk evaluations and assisted [Job Title]s with regulatory inspections.
13. Planned marketing initiatives and leveraged referral network to promote business development.
14. Recruited and developed [Number] employees for [Type] department.
15. Negotiated manufacturing service agreements and quality standards.
16. Increased operational efficiency by developing improved filing systems for confidential client records and reports.
17. Conducted forecasting to determine possible changes and issues for supply chain business.
18. Greeted and welcomed new members, establishing and updating memberships to [Company] [Type] programs.
19. Enhanced [Type] initiatives while managing effective marketing campaigns.
20. Utilized exemplary negotiation skills to obtain manufacturing service agreements and assure quality standards.