

Sales Resume Keywords

Action Verbs

- Accomplished
- Accelerated
- Achieved
- Convinced
- Constructed
- Cultivated
- Designed
- Developed
- Encouraged
- Exceeded
- Excelled
- Executed
- Facilitated
- Formed
- Formulated
- Generated
- Grew
- Initiated
- Inspired
- Interacted
- Launched
- Led
- Managed
- Mastered
- Motivated
- Negotiated
- Operated
- Partnered
- Pitched
- Presented
- Produced
- Promoted
- Recognized
- Related
- Resolved
- Served
- Sold
- Solicited
- Studied
- Strategized
- Supervised
- Wrote

Traits and Skills

- Active listener
- Adaptable
- Agreeable
- Articulate
- Assertive
- Attentive
- Autonomous
- Collaborative
- Communicative
- Competitive
- Conscientious
- Confident
- Consistent
- Conversation
- Cooperative
- Dedicated
- Demonstrating value
- Dependable
- Dynamic
- Energetic
- Enterprising
- Enthusiastic
- Experience
- Forthcoming
- Friendly
- Industrious
- Initiate
- Inquisitive
- Loyal
- Methodical
- Motivated
- Mature
- Organized
- Outgoing
- Passionate
- Persistent
- Persuasive
- Positive
- Process oriented
- Productive
- Professional
- Purposeful
- Reliable
- Responsible
- Resourceful
- Self-starter
- Skillful
- Studious
- Tenacious
- Trustworthy

Terms and Processes

- Account management
- Angle
- Appointment/meeting
- Campaign
- Clients/customers
- Closing
- Cold call
- Commission
- Consult
- Contact
- Contract
- Conversion
- Convince
- Cross-sell
- Drivers/motivators
- Elevator speech
- Follow-up
- Full-line selling
- Gatekeeper
- Growth
- High impact
- Inside sales
- Intrinsic/extrinsic
- Launch
- Lead generation
- Leadership building
- Market share
- Needs identification
- Negotiate
- Networking
- Niche
- Objection handling
- Outside sales
- Pipeline
- Pitch
- Present/presentation
- Price
- Process
- Product
- Profit margin
- Promote
- Prospecting
- Push/pull strategy
- Quota
- Referrals
- Relationship building
- Repeat business
- Represent
- Results
- Sell
- Service
- Speed sell
- SPIN cycle
- Strategic partnership
- Strategic planning
- Strategize
- Target audience/market
- Teamwork
- Technique
- Territory/region
- The “touch”
- Trust
- Up-sell