

John Doe

Sales Executive

Contact

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Location: Chennai, India

Professional Summary

Dynamic Sales Executive with 3+ years of experience in client acquisition, B2B sales, lead generation, and achieving revenue targets. Skilled in negotiation, product presentation, and CRM tools.

Skills

- Sales & Marketing
- Customer Relationship Management
- Lead Generation
- Negotiation & Closing Deals
- CRM (HubSpot, Zoho)
- MS Office

Experience

Sales Executive – ABC Pvt Ltd (2021–2024)

- Achieved 120% of quarterly sales targets.
- Managed a client portfolio worth ₹50 lakhs annually.
- Conducted product demos and presentations.
- Increased customer retention by 30%.

Education

BBA – Sales & Marketing

Anna University, Chennai

Projects

- Sales pipeline automation using Zoho CRM.
- Market research for new product launch improving sales by 18%.

Languages

- English
- Tamil