

VIGNESH GANESAN

Karaikudi | anitha.venkatesan36@example.com | 555-0139

PROFESSIONAL SUMMARY

Persuasive problem solver experienced in Closing, seeking to apply Sales principles to challenging projects.

TECHNICAL SKILLS

Closing, Account Management, Cold Calling, CRM, Lead Generation, Negotiation

PROFESSIONAL EXPERIENCE

Sales Representative

Kumar Solutions | 2019 - 2021

- Managed a portfolio of 675 key accounts, ensuring high retention.
- Expanded market territory by 225% through aggressive Cold Calling strategies.
- Exceeded quarterly sales targets by 747% consistently leveraging Closing.
- Generated \$666k in new revenue through strategic prospecting and Cold Calling.
- Negotiated contracts with C-level executives for Account Management solutions.

Sales Director

Arumugam Corp | 2015 - 2017

- Exceeded quarterly sales targets by 111% consistently leveraging Account Management.
- Managed a portfolio of 327 key accounts, ensuring high retention.
- Negotiated contracts with C-level executives for Negotiation solutions.

EDUCATION

B.S. in Sales

Bharathiyar University, Graduated 2010