

DIVYA KUMAR

Madurai | lakshmi.kumar57@example.com | 555-0129

PROFESSIONAL SUMMARY

Lucrative problem solver experienced in CRM, seeking to apply Sales principles to challenging projects.

TECHNICAL SKILLS

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

PROFESSIONAL EXPERIENCE

Business Development Manager

Muthusamy Corp | 2016 - 2017

- Exceeded quarterly sales targets by 708% consistently leveraging Account Management.
- Negotiated contracts with C-level executives for Cold Calling solutions.
- Expanded market territory by 858% through aggressive Lead Generation strategies.
- Generated \$584k in new revenue through strategic prospecting and Presentation.
- Managed a portfolio of 695 key accounts, ensuring high retention.

Sales Representative

Rajendran Corp | 2020 - 2022

- Managed a portfolio of 260 key accounts, ensuring high retention.
- Expanded market territory by 325% through aggressive CRM strategies.
- Generated \$340k in new revenue through strategic prospecting and Presentation.
- Exceeded quarterly sales targets by 68% consistently leveraging Cold Calling.

EDUCATION

B.S. in Sales

Alagappa University, Graduated 2017