

# RAVI BALASUBRAMANIAN

Trichichirapalli | karthik.kumar31@example.com | 555-0119

## PROFESSIONAL SUMMARY

High-growth Sales professional with deep expertise in Presentation and CRM.

## TECHNICAL SKILLS

Presentation, CRM, Lead Generation, Closing, Negotiation, Account Management

## PROFESSIONAL EXPERIENCE

### Account Executive

Srinivasan Corp | 2017 - 2019

- Generated \$777k in new revenue through strategic prospecting and Negotiation.
- Expanded market territory by 55% through aggressive Negotiation strategies.
- Managed a portfolio of 312 key accounts, ensuring high retention.

### Business Development Manager

Natarajan Corp | 2019 - 2022

- Managed a portfolio of 407 key accounts, ensuring high retention.
- Expanded market territory by 611% through aggressive Negotiation strategies.
- Generated \$283k in new revenue through strategic prospecting and Closing.
- Exceeded quarterly sales targets by 525% consistently leveraging Presentation.

## EDUCATION

### B.S. in Sales

Annamalai University, Graduated 2012