

# HARI SRINIVASAN

Karaikudi | manoj.selvaraj33@example.com | 555-0141

## PROFESSIONAL SUMMARY

Highly motivated Sales expert with a strong background in Presentation and Account Management.

## TECHNICAL SKILLS

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

## PROFESSIONAL EXPERIENCE

### Sales Representative

*Kumar Tech* | 2019 - 2022

- Managed a portfolio of 136 key accounts, ensuring high retention.
- Negotiated contracts with C-level executives for Lead Generation solutions.
- Expanded market territory by 770% through aggressive Lead Generation strategies.

### Account Executive

*Venkatesan Global* | 2019 - 2021

- Generated \$292k in new revenue through strategic prospecting and Presentation.
- Exceeded quarterly sales targets by 559% consistently leveraging Account Management.
- Negotiated contracts with C-level executives for CRM solutions.
- Managed a portfolio of 385 key accounts, ensuring high retention.

## EDUCATION

### B.S. in Sales

Bharathiyar University, Graduated 2018