

# DEEPA GANESAN

Madurai | lakshmi.lakshmanan66@example.com | 555-0130

## PROFESSIONAL SUMMARY

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

## TECHNICAL SKILLS

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

## PROFESSIONAL EXPERIENCE

### **Business Development Manager**

Kumar Systems | 2018 - 2021

- Exceeded quarterly sales targets by 444% consistently leveraging Presentation.
- Expanded market territory by 794% through aggressive Presentation strategies.
- Generated \$520k in new revenue through strategic prospecting and Negotiation.
- Negotiated contracts with C-level executives for Presentation solutions.

### **Account Executive**

Murugan Corp | 2019 - 2022

- Negotiated contracts with C-level executives for Account Management solutions.
- Exceeded quarterly sales targets by 527% consistently leveraging Presentation.
- Expanded market territory by 573% through aggressive Negotiation strategies.
- Generated \$223k in new revenue through strategic prospecting and Negotiation.
- Managed a portfolio of 138 key accounts, ensuring high retention.

## EDUCATION

### **B.S. in Sales**

Bharathiyar University, Graduated 2015