

SURESH KUMAR

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PROFESSIONAL SUMMARY

High-growth problem solver experienced in CRM, seeking to apply Sales principles to challenging projects.

TECHNICAL SKILLS

CRM, Presentation, Lead Generation, B2B Sales, Account Management, Closing

PROFESSIONAL EXPERIENCE

Account Executive

Ganesan Global | 2019 - 2021

- Negotiated contracts with C-level executives for B2B Sales solutions.
- Generated \$740k in new revenue through strategic prospecting and Presentation.
- Managed a portfolio of 569 key accounts, ensuring high retention.
- Exceeded quarterly sales targets by 704% consistently leveraging CRM.

Account Executive

Ramasamy Solutions | 2015 - 2017

- Negotiated contracts with C-level executives for CRM solutions.
- Generated \$538k in new revenue through strategic prospecting and Lead Generation.
- Expanded market territory by 842% through aggressive Presentation strategies.
- Managed a portfolio of 488 key accounts, ensuring high retention.

EDUCATION

B.S. in Sales

Anna University, Graduated 2013