

# DEEPA VENKATESAN

Chidambaram | mohan.ramasamy71@example.com | 555-0185

## PROFESSIONAL SUMMARY

High-growth Sales professional with deep expertise in Negotiation and B2B Sales.

## TECHNICAL SKILLS

Negotiation, B2B Sales, CRM, Account Management, Cold Calling, Lead Generation

## PROFESSIONAL EXPERIENCE

### Account Executive

*Thangavel Enterprises | 2019 - 2021*

- Exceeded quarterly sales targets by 704% consistently leveraging CRM.
- Generated \$599k in new revenue through strategic prospecting and CRM.
- Negotiated contracts with C-level executives for Cold Calling solutions.

### Account Executive

*Lakshmanan Solutions | 2022 - 2024*

- Expanded market territory by 455% through aggressive CRM strategies.
- Negotiated contracts with C-level executives for B2B Sales solutions.
- Managed a portfolio of 709 key accounts, ensuring high retention.
- Exceeded quarterly sales targets by 812% consistently leveraging Cold Calling.

## EDUCATION

### B.S. in Sales

Annamalai University, Graduated 2018