

BALAJI MURUGAN

Coimbatore | manoj.kumar70@example.com | 555-0133

PROFESSIONAL SUMMARY

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

TECHNICAL SKILLS

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

PROFESSIONAL EXPERIENCE

Sales Representative

Venkatesan Solutions | 2020 - 2023

- Exceeded quarterly sales targets by 323% consistently leveraging B2B Sales.
- Expanded market territory by 850% through aggressive Closing strategies.
- Managed a portfolio of 635 key accounts, ensuring high retention.
- Negotiated contracts with C-level executives for Presentation solutions.
- Generated \$308k in new revenue through strategic prospecting and Presentation.

Business Development Manager

Ramasamy Global | 2015 - 2017

- Managed a portfolio of 342 key accounts, ensuring high retention.
- Generated \$677k in new revenue through strategic prospecting and Lead Generation.
- Exceeded quarterly sales targets by 679% consistently leveraging CRM.
- Expanded market territory by 367% through aggressive Account Management strategies.

EDUCATION

B.S. in Sales

Bharathithasan University, Graduated 2015