

# DEEPA MANICKAM

Chennai | shalini.venkatesan59@example.com | 555-0140

## PROFESSIONAL SUMMARY

Strategic Sales professional with deep expertise in CRM and Presentation.

## TECHNICAL SKILLS

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

## PROFESSIONAL EXPERIENCE

### Sales Director

*Arumugam Tech* | 2022 - 2023

- Managed a portfolio of 515 key accounts, ensuring high retention.
- Generated \$304k in new revenue through strategic prospecting and CRM.
- Expanded market territory by 675% through aggressive Lead Generation strategies.

### Business Development Manager

*Arumugam Global* | 2020 - 2023

- Negotiated contracts with C-level executives for Negotiation solutions.
- Generated \$892k in new revenue through strategic prospecting and CRM.
- Expanded market territory by 646% through aggressive Negotiation strategies.
- Managed a portfolio of 413 key accounts, ensuring high retention.

## EDUCATION

### B.S. in Sales

Annamalai University, Graduated 2014