

BALAJI LAKSHMANAN

Erode | prakash.lakshmanan95@example.com | 555-0197

PROFESSIONAL SUMMARY

Persuasive problem solver experienced in Lead Generation, seeking to apply Sales principles to challenging projects.

TECHNICAL SKILLS

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

PROFESSIONAL EXPERIENCE

Account Executive

Lakshmanan Systems | 2021 - 2023

- Managed a portfolio of 597 key accounts, ensuring high retention.
- Expanded market territory by 644% through aggressive Lead Generation strategies.
- Exceeded quarterly sales targets by 702% consistently leveraging Lead Generation.

Business Development Manager

Murugan Enterprises | 2016 - 2017

- Negotiated contracts with C-level executives for Account Management solutions.
- Exceeded quarterly sales targets by 698% consistently leveraging Account Management.
- Expanded market territory by 296% through aggressive Lead Generation strategies.
- Managed a portfolio of 254 key accounts, ensuring high retention.
- Generated \$859k in new revenue through strategic prospecting and Account Management.

EDUCATION

B.S. in Sales

Bharathithasan University, Graduated 2012