

MOHAN RAJENDRAN

Coimbatore | nithya.manickam26@example.com | 555-0142

PROFESSIONAL SUMMARY

Client-focused Sales professional with deep expertise in Lead Generation and B2B Sales.

TECHNICAL SKILLS

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

PROFESSIONAL EXPERIENCE

Sales Director

Lakshmanan Global | 2019 - 2020

- Negotiated contracts with C-level executives for Closing solutions.
- Expanded market territory by 348% through aggressive Negotiation strategies.
- Generated \$149k in new revenue through strategic prospecting and Cold Calling.

Sales Representative

Arumugam Solutions | 2017 - 2019

- Exceeded quarterly sales targets by 890% consistently leveraging B2B Sales.
- Managed a portfolio of 673 key accounts, ensuring high retention.
- Negotiated contracts with C-level executives for B2B Sales solutions.
- Generated \$723k in new revenue through strategic prospecting and B2B Sales.

EDUCATION

B.S. in Sales

Alagappa University, Graduated 2017