

# DIVYA VENKATESAN

Coimbatore | prakash.ganesan87@example.com | 555-0194

## PROFESSIONAL SUMMARY

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

## TECHNICAL SKILLS

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

## PROFESSIONAL EXPERIENCE

### Sales Representative

*Thangavel Corp | 2020 - 2021*

- Exceeded quarterly sales targets by 379% consistently leveraging Negotiation.
- Managed a portfolio of 859 key accounts, ensuring high retention.
- Expanded market territory by 173% through aggressive Account Management strategies.

### Sales Director

*Krishnan Tech | 2015 - 2018*

- Managed a portfolio of 66 key accounts, ensuring high retention.
- Negotiated contracts with C-level executives for Negotiation solutions.
- Expanded market territory by 627% through aggressive Closing strategies.
- Generated \$874k in new revenue through strategic prospecting and Cold Calling.
- Exceeded quarterly sales targets by 827% consistently leveraging Lead Generation.

## EDUCATION

### B.S. in Sales

Alagappa University, Graduated 2012