

ARUN GANESAN

Chennai | suresh.manickam52@example.com | 555-0164

PROFESSIONAL SUMMARY

Persuasive Sales professional with deep expertise in Cold Calling and Lead Generation.

TECHNICAL SKILLS

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

PROFESSIONAL EXPERIENCE

Sales Director

Venkatesan Solutions | 2020 - 2023

- Exceeded quarterly sales targets by 563% consistently leveraging Cold Calling.
- Managed a portfolio of 880 key accounts, ensuring high retention.
- Negotiated contracts with C-level executives for CRM solutions.

Business Development Manager

Selvaraj Systems | 2016 - 2019

- Exceeded quarterly sales targets by 814% consistently leveraging Account Management.
- Negotiated contracts with C-level executives for Lead Generation solutions.
- Expanded market territory by 350% through aggressive B2B Sales strategies.
- Managed a portfolio of 644 key accounts, ensuring high retention.
- Generated \$200k in new revenue through strategic prospecting and CRM.

EDUCATION

B.S. in Sales

Bharathiyar University, Graduated 2016