

BALAJI VENKATESAN

Karaikudi | balaji.natarajan48@example.com | 555-0194

PROFESSIONAL SUMMARY

Client-focused problem solver experienced in Presentation, seeking to apply Sales principles to challenging projects.

TECHNICAL SKILLS

Presentation, Lead Generation, Negotiation, B2B Sales, Cold Calling, CRM

PROFESSIONAL EXPERIENCE

Business Development Manager

Arumugam Enterprises | 2015 - 2018

- Exceeded quarterly sales targets by 849% consistently leveraging B2B Sales.
- Managed a portfolio of 235 key accounts, ensuring high retention.
- Negotiated contracts with C-level executives for Lead Generation solutions.

Account Executive

Perumal Tech | 2018 - 2020

- Expanded market territory by 807% through aggressive Presentation strategies.
- Generated \$629k in new revenue through strategic prospecting and Negotiation.
- Exceeded quarterly sales targets by 604% consistently leveraging Lead Generation.

EDUCATION

B.S. in Sales

Annamalai University, Graduated 2017