

# 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