

# SHALINI GANESAN

Madurai | vignesh.kumar68@example.com | 555-0194

## PROFESSIONAL SUMMARY

Results-oriented specialist in Sales, dedicated to leveraging CRM to drive business success.

## TECHNICAL SKILLS

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

## PROFESSIONAL EXPERIENCE

### Account Executive

*Murugan Enterprises | 2019 - 2020*

- Generated \$716k in new revenue through strategic prospecting and Presentation.
- Negotiated contracts with C-level executives for Negotiation solutions.
- Managed a portfolio of 394 key accounts, ensuring high retention.

### Business Development Manager

*Murugan Enterprises | 2018 - 2019*

- Exceeded quarterly sales targets by 628% consistently leveraging Presentation.
- Generated \$514k in new revenue through strategic prospecting and Presentation.
- Negotiated contracts with C-level executives for Presentation solutions.
- Managed a portfolio of 263 key accounts, ensuring high retention.
- Expanded market territory by 695% through aggressive Cold Calling strategies.

## EDUCATION

### B.S. in Sales

Bharathithasan University, Graduated 2016