

ANITHA BALASUBRAMANIAN

Chennai | anitha.rajendran27@example.com | 555-0185

PROFESSIONAL SUMMARY

Highly motivated Sales expert with a strong background in Presentation and B2B Sales.

TECHNICAL SKILLS

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

PROFESSIONAL EXPERIENCE

Account Executive

Perumal Systems | 2019 - 2021

- Generated \$611k in new revenue through strategic prospecting and B2B Sales.
- Exceeded quarterly sales targets by 224% consistently leveraging Presentation.
- Expanded market territory by 833% through aggressive Account Management strategies.
- Negotiated contracts with C-level executives for Cold Calling solutions.

Sales Representative

Lakshmanan Tech | 2018 - 2021

- Negotiated contracts with C-level executives for Lead Generation solutions.
- Expanded market territory by 740% through aggressive Account Management strategies.
- Managed a portfolio of 35 key accounts, ensuring high retention.

EDUCATION

B.S. in Sales

Bharathithasan University, Graduated 2016