

LAKSHMI SRINIVASAN

Trichichirapalli | hari.ganesan88@example.com | 555-0133

PROFESSIONAL SUMMARY

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

TECHNICAL SKILLS

Negotiation, Account Management, Lead Generation, Presentation, CRM, Cold Calling

PROFESSIONAL EXPERIENCE

Business Development Manager

Muthusamy Tech | 2021 - 2024

- Expanded market territory by 128% through aggressive Account Management strategies.
- Generated \$897k in new revenue through strategic prospecting and Account Management.
- Exceeded quarterly sales targets by 90% consistently leveraging Account Management.
- Negotiated contracts with C-level executives for CRM solutions.
- Managed a portfolio of 480 key accounts, ensuring high retention.

Account Executive

Krishnan Global | 2021 - 2023

- Generated \$523k in new revenue through strategic prospecting and Account Management.
- Expanded market territory by 112% through aggressive Lead Generation strategies.
- Negotiated contracts with C-level executives for Cold Calling solutions.
- Exceeded quarterly sales targets by 109% consistently leveraging Cold Calling.

EDUCATION

B.S. in Sales

Bharathiyar University, Graduated 2016