

# MANOJ VENKATESAN

Coimbatore | meena.subramanian64@example.com | 555-0128

## PROFESSIONAL SUMMARY

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

## TECHNICAL SKILLS

Presentation, Account Management, Negotiation, Lead Generation, Closing, B2B Sales

## PROFESSIONAL EXPERIENCE

### Account Executive

Srinivasan Systems | 2018 - 2019

- Managed a portfolio of 759 key accounts, ensuring high retention.
- Generated \$588k in new revenue through strategic prospecting and Lead Generation.
- Negotiated contracts with C-level executives for Account Management solutions.

### Sales Representative

Krishnan Global | 2018 - 2021

- Generated \$162k in new revenue through strategic prospecting and Presentation.
- Expanded market territory by 114% through aggressive Account Management strategies.
- Exceeded quarterly sales targets by 870% consistently leveraging Lead Generation.
- Managed a portfolio of 170 key accounts, ensuring high retention.

## EDUCATION

### B.S. in Sales

Alagappa University, Graduated 2015