

LAKSHMI MANICKAM

Trichichirapalli | revathi.kumar34@example.com | 555-0192

PROFESSIONAL SUMMARY

Lucrative Sales professional with deep expertise in CRM and B2B Sales.

TECHNICAL SKILLS

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

PROFESSIONAL EXPERIENCE

Business Development Manager

Murugan Systems | 2018 - 2019

- Expanded market territory by 388% through aggressive Negotiation strategies.
- Negotiated contracts with C-level executives for Closing solutions.
- Generated \$187k in new revenue through strategic prospecting and Account Management.
- Exceeded quarterly sales targets by 34% consistently leveraging Closing.

Sales Representative

Natarajan Global | 2019 - 2022

- Generated \$76k in new revenue through strategic prospecting and CRM.
- Expanded market territory by 556% through aggressive Lead Generation strategies.
- Managed a portfolio of 231 key accounts, ensuring high retention.

EDUCATION

B.S. in Sales

Annamalai University, Graduated 2013