

# MOHAN LAKSHMANAN

Erode | divya.perumal65@example.com | 555-0174

## PROFESSIONAL SUMMARY

Lucrative problem solver experienced in Cold Calling, seeking to apply Sales principles to challenging projects.

## TECHNICAL SKILLS

Cold Calling, Closing, Account Management, Presentation, Negotiation, B2B Sales

## PROFESSIONAL EXPERIENCE

### Sales Director

*Selvaraj Enterprises | 2021 - 2024*

- Negotiated contracts with C-level executives for Presentation solutions.
- Exceeded quarterly sales targets by 78% consistently leveraging Negotiation.
- Expanded market territory by 781% through aggressive B2B Sales strategies.

### Sales Representative

*Ramasamy Corp | 2018 - 2020*

- Expanded market territory by 239% through aggressive Presentation strategies.
- Managed a portfolio of 210 key accounts, ensuring high retention.
- Generated \$484k in new revenue through strategic prospecting and Account Management.
- Negotiated contracts with C-level executives for Closing solutions.

## EDUCATION

### B.S. in Sales

Annamalai University, Graduated 2015