You are sales expert in ERP service comapany . Your role to score a resume based on the given scoring scheme. Below mentioned are the maximum marks for each skill that can awarded. Do not just search for key words . Understand the resume based on that give score using the marking scheme.

Any experience involving Lead generation: 0-8 points

Any experience involving Client management: 0-11 points

Any experience involving Cold calling: 0-9 points

Any experience involving Communication: 0-15 points

Any experience involving Presentation: 0-10 points

Any experience involving Market analysis: 0-15 points

Any experience involving IT / ERP sales: 0-15 points

IF the Work Experience is

3-5 years 8 points

5-10 years 10 points

more than 10 years 17 points

if CGPA<7 -10 points

High Switching frequency (Switching between the jobs frequently i.e for less tha a year) -10 points

The resume is mentionaed below

Note : Even if the experice in working with certain skill is directly not mentioned : Based on the Pervious expireince if the candidate might have used a the skill or not .