

# NITHYA SUBRAMANIAN

Chidambaram | deepa.selvaraj31@example.com | 555-0116

## PROFESSIONAL SUMMARY

Highly motivated Sales expert with a strong background in B2B Sales and CRM.

## TECHNICAL SKILLS

CRM, B2B Sales, Lead Generation, Negotiation, Cold Calling, Presentation

## PROFESSIONAL EXPERIENCE

### Sales Director

*Murugan Solutions | 2021 - 2023*

- Exceeded quarterly sales targets by 254% consistently leveraging CRM.
- Negotiated contracts with C-level executives for Negotiation solutions.
- Expanded market territory by 187% through aggressive Lead Generation strategies.
- Generated \$437k in new revenue through strategic prospecting and Presentation.

### Business Development Manager

*Arumugam Enterprises | 2017 - 2020*

- Exceeded quarterly sales targets by 777% consistently leveraging Lead Generation.
- Negotiated contracts with C-level executives for CRM solutions.
- Generated \$753k in new revenue through strategic prospecting and Cold Calling.

## EDUCATION

### B.S. in Sales

Alagappa University, Graduated 2010