

ARTHI RAJENDRAN

Trichichirapalli | divya.lakshmanan30@example.com | 555-0159

PROFESSIONAL SUMMARY

Client-focused problem solver experienced in Cold Calling, seeking to apply Sales principles to challenging projects.

TECHNICAL SKILLS

Cold Calling, Account Management, B2B Sales, CRM, Lead Generation, Closing

PROFESSIONAL EXPERIENCE

Sales Director

Arumugam Solutions | 2015 - 2017

- Managed a portfolio of 880 key accounts, ensuring high retention.
- Exceeded quarterly sales targets by 385% consistently leveraging Account Management.
- Negotiated contracts with C-level executives for Closing solutions.

Sales Director

Muthusamy Global | 2017 - 2018

- Expanded market territory by 810% through aggressive CRM strategies.
- Negotiated contracts with C-level executives for Cold Calling solutions.
- Generated \$650k in new revenue through strategic prospecting and Account Management.
- Managed a portfolio of 872 key accounts, ensuring high retention.

EDUCATION

B.S. in Sales

Bharathiyar University, Graduated 2016