

SHALINI ARUMUGAM

Erode | meena.thangavel68@example.com | 555-0165

PROFESSIONAL SUMMARY

Results-oriented specialist in Sales, dedicated to leveraging Cold Calling to drive business success.

TECHNICAL SKILLS

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

PROFESSIONAL EXPERIENCE

Business Development Manager

Thangavel Solutions | 2022 - 2023

- Generated \$107k in new revenue through strategic prospecting and Presentation.
- Negotiated contracts with C-level executives for B2B Sales solutions.
- Managed a portfolio of 337 key accounts, ensuring high retention.
- Exceeded quarterly sales targets by 107% consistently leveraging Cold Calling.

Account Executive

Murugan Solutions | 2018 - 2019

- Negotiated contracts with C-level executives for Negotiation solutions.
- Generated \$236k in new revenue through strategic prospecting and Presentation.
- Managed a portfolio of 513 key accounts, ensuring high retention.

EDUCATION

B.S. in Sales

Alagappa University, Graduated 2016