

# SHALINI PERUMAL

Trichichirapalli | nithya.srinivasan48@example.com | 555-0139

## PROFESSIONAL SUMMARY

Highly motivated Sales expert with a strong background in Account Management and Negotiation.

## TECHNICAL SKILLS

Negotiation, Account Management, Presentation, Cold Calling, Closing, CRM

## PROFESSIONAL EXPERIENCE

### Sales Director

*Srinivasan Enterprises* | 2020 - 2021

- Negotiated contracts with C-level executives for Closing solutions.
- Expanded market territory by 24% through aggressive Negotiation strategies.
- Exceeded quarterly sales targets by 395% consistently leveraging Account Management.
- Managed a portfolio of 206 key accounts, ensuring high retention.
- Generated \$569k in new revenue through strategic prospecting and Negotiation.

### Sales Director

*Ramasamy Corp* | 2020 - 2021

- Expanded market territory by 413% through aggressive CRM strategies.
- Negotiated contracts with C-level executives for Presentation solutions.
- Exceeded quarterly sales targets by 38% consistently leveraging Cold Calling.
- Managed a portfolio of 140 key accounts, ensuring high retention.

## EDUCATION

### B.S. in Sales

Annamalai University, Graduated 2011