

DEEPA ARUMUGAM

Chennai | kavya.rajendran20@example.com | 555-0125

PROFESSIONAL SUMMARY

Results-oriented specialist in Sales, dedicated to leveraging Account Management to drive business success.

TECHNICAL SKILLS

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

PROFESSIONAL EXPERIENCE

Business Development Manager

Kumar Solutions | 2022 - 2025

- Negotiated contracts with C-level executives for B2B Sales solutions.
- Expanded market territory by 457% through aggressive Account Management strategies.
- Generated \$535k in new revenue through strategic prospecting and B2B Sales.
- Exceeded quarterly sales targets by 642% consistently leveraging Presentation.

Sales Representative

Srinivasan Corp | 2017 - 2018

- Expanded market territory by 386% through aggressive Presentation strategies.
- Managed a portfolio of 652 key accounts, ensuring high retention.
- Generated \$394k in new revenue through strategic prospecting and Cold Calling.
- Exceeded quarterly sales targets by 445% consistently leveraging Closing.

EDUCATION

B.S. in Sales

Bharathiyar University, Graduated 2011