

# JANANI ARUMUGAM

Chidambaram | deepa.arumugam32@example.com | 555-0117

## PROFESSIONAL SUMMARY

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

## TECHNICAL SKILLS

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

## PROFESSIONAL EXPERIENCE

### Sales Director

*Thangavel Enterprises* | 2020 - 2021

- Exceeded quarterly sales targets by 515% consistently leveraging CRM.
- Generated \$388k in new revenue through strategic prospecting and Account Management.
- Negotiated contracts with C-level executives for CRM solutions.
- Expanded market territory by 599% through aggressive Closing strategies.

### Sales Representative

*Kumar Systems* | 2022 - 2024

- Expanded market territory by 458% through aggressive Cold Calling strategies.
- Generated \$127k in new revenue through strategic prospecting and Cold Calling.
- Exceeded quarterly sales targets by 587% consistently leveraging Closing.

## EDUCATION

### B.S. in Sales

Alagappa University, Graduated 2017