

# SHALINI ARUMUGAM

Coimbatore | karthik.ganesan87@example.com | 555-0117

## PROFESSIONAL SUMMARY

Strategic problem solver experienced in Cold Calling, seeking to apply Sales principles to challenging projects.

## TECHNICAL SKILLS

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

## PROFESSIONAL EXPERIENCE

### Business Development Manager

*Ramasamy Corp | 2021 - 2024*

- Managed a portfolio of 756 key accounts, ensuring high retention.
- Expanded market territory by 104% through aggressive Negotiation strategies.
- Exceeded quarterly sales targets by 449% consistently leveraging Closing.
- Generated \$431k in new revenue through strategic prospecting and Presentation.
- Negotiated contracts with C-level executives for Closing solutions.

### Sales Director

*Kumar Enterprises | 2020 - 2022*

- Exceeded quarterly sales targets by 610% consistently leveraging Closing.
- Generated \$479k in new revenue through strategic prospecting and Cold Calling.
- Managed a portfolio of 112 key accounts, ensuring high retention.
- Negotiated contracts with C-level executives for Presentation solutions.
- Expanded market territory by 647% through aggressive Cold Calling strategies.

## EDUCATION

### B.S. in Sales

Bharathiyar University, Graduated 2017