

# SURESH ARUMUGAM

Madurai | deepa.murugan6@example.com | 555-0161

## PROFESSIONAL SUMMARY

Persuasive problem solver experienced in B2B Sales, seeking to apply Sales principles to challenging projects.

## TECHNICAL SKILLS

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

## PROFESSIONAL EXPERIENCE

### Sales Representative

Ramasamy Global | 2019 - 2022

- Generated \$881k in new revenue through strategic prospecting and Presentation.
- Expanded market territory by 491% through aggressive Presentation strategies.
- Exceeded quarterly sales targets by 714% consistently leveraging Lead Generation.
- Managed a portfolio of 819 key accounts, ensuring high retention.
- Negotiated contracts with C-level executives for B2B Sales solutions.

### Account Executive

Srinivasan Enterprises | 2017 - 2018

- Expanded market territory by 19% through aggressive Cold Calling strategies.
- Exceeded quarterly sales targets by 851% consistently leveraging Account Management.
- Managed a portfolio of 439 key accounts, ensuring high retention.

## EDUCATION

### B.S. in Sales

Anna University, Graduated 2010