

RAVI MURUGAN

Trichichirapalli | prakash.murugan73@example.com | 555-0192

PROFESSIONAL SUMMARY

Highly motivated Sales expert with a strong background in CRM and B2B Sales.

TECHNICAL SKILLS

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

PROFESSIONAL EXPERIENCE

Sales Director

Ramasamy Solutions | 2020 - 2023

- Expanded market territory by 207% through aggressive Presentation strategies.
- Exceeded quarterly sales targets by 850% consistently leveraging B2B Sales.
- Managed a portfolio of 162 key accounts, ensuring high retention.
- Generated \$900k in new revenue through strategic prospecting and CRM.
- Negotiated contracts with C-level executives for CRM solutions.

Sales Director

Kumar Solutions | 2021 - 2023

- Negotiated contracts with C-level executives for CRM solutions.
- Exceeded quarterly sales targets by 662% consistently leveraging Negotiation.
- Expanded market territory by 260% through aggressive CRM strategies.
- Generated \$346k in new revenue through strategic prospecting and Presentation.

EDUCATION

B.S. in Sales

Alagappa University, Graduated 2017