

# NITHYA RAMASAMY

Chennai | senthil.selvaraj86@example.com | 555-0122

## PROFESSIONAL SUMMARY

Lucrative problem solver experienced in CRM, seeking to apply Sales principles to challenging projects.

## TECHNICAL SKILLS

CRM, Closing, Presentation, Negotiation, Cold Calling, B2B Sales

## PROFESSIONAL EXPERIENCE

### Sales Representative

*Balasubramanian Solutions* | 2017 - 2019

- Generated \$411k in new revenue through strategic prospecting and Negotiation.
- Expanded market territory by 664% through aggressive Presentation strategies.
- Managed a portfolio of 113 key accounts, ensuring high retention.
- Exceeded quarterly sales targets by 453% consistently leveraging Closing.
- Negotiated contracts with C-level executives for CRM solutions.

### Business Development Manager

*Ganesan Systems* | 2015 - 2018

- Exceeded quarterly sales targets by 479% consistently leveraging Cold Calling.
- Expanded market territory by 504% through aggressive Closing strategies.
- Managed a portfolio of 675 key accounts, ensuring high retention.

## EDUCATION

### B.S. in Sales

Anna University, Graduated 2014