

NITHYA MUTHUSAMY

Coimbatore | vignesh.arumugam23@example.com | 555-0150

PROFESSIONAL SUMMARY

Results-oriented specialist in Sales, dedicated to leveraging Presentation to drive business success.

TECHNICAL SKILLS

Presentation, CRM, Negotiation, Account Management, Closing, B2B Sales

PROFESSIONAL EXPERIENCE

Account Executive

Ramasamy Global | 2017 - 2019

- Expanded market territory by 667% through aggressive Account Management strategies.
- Generated \$123k in new revenue through strategic prospecting and Negotiation.
- Exceeded quarterly sales targets by 47% consistently leveraging Closing.
- Negotiated contracts with C-level executives for Account Management solutions.
- Managed a portfolio of 76 key accounts, ensuring high retention.

Sales Representative

Kumar Global | 2021 - 2023

- Generated \$900k in new revenue through strategic prospecting and CRM.
- Exceeded quarterly sales targets by 249% consistently leveraging Closing.
- Expanded market territory by 746% through aggressive B2B Sales strategies.
- Managed a portfolio of 855 key accounts, ensuring high retention.

EDUCATION

B.S. in Sales

Annamalai University, Graduated 2015