

VIGNESH ARUMUGAM

Chennai | shalini.selvaraj1@example.com | 555-0163

PROFESSIONAL SUMMARY

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

TECHNICAL SKILLS

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

PROFESSIONAL EXPERIENCE

Sales Representative

Subramanian Tech | 2019 - 2022

- Managed a portfolio of 771 key accounts, ensuring high retention.
- Expanded market territory by 795% through aggressive Account Management strategies.
- Negotiated contracts with C-level executives for B2B Sales solutions.

Sales Director

Thangavel Enterprises | 2022 - 2023

- Generated \$13k in new revenue through strategic prospecting and B2B Sales.
- Exceeded quarterly sales targets by 792% consistently leveraging Closing.
- Managed a portfolio of 319 key accounts, ensuring high retention.
- Expanded market territory by 829% through aggressive Presentation strategies.

EDUCATION

B.S. in Sales

Bharathiyar University, Graduated 2012