

# SHALINI ARUMUGAM

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## PROFESSIONAL SUMMARY

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

## TECHNICAL SKILLS

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

## PROFESSIONAL EXPERIENCE

### Business Development Manager

*Thangavel Solutions | 2022 - 2023*

- Generated \$107k in new revenue through strategic prospecting and Presentation.
- Negotiated contracts with C-level executives for B2B Sales solutions.
- Managed a portfolio of 337 key accounts, ensuring high retention.
- Exceeded quarterly sales targets by 107% consistently leveraging Cold Calling.

### Account Executive

*Murugan Solutions | 2018 - 2019*

- Negotiated contracts with C-level executives for Negotiation solutions.
- Generated \$236k in new revenue through strategic prospecting and Presentation.
- Managed a portfolio of 513 key accounts, ensuring high retention.

## EDUCATION

### B.S. in Sales

Alagappa University, Graduated 2016