

# REVATHI NATARAJAN

Coimbatore | janani.srinivasan88@example.com | 555-0129

## PROFESSIONAL SUMMARY

Client-focused Sales professional with deep expertise in Account Management and Cold Calling.

## TECHNICAL SKILLS

Account Management, Cold Calling, CRM, Presentation, B2B Sales, Lead Generation

## PROFESSIONAL EXPERIENCE

### Sales Director

*Murugan Global | 2022 - 2024*

- Expanded market territory by 339% through aggressive Account Management strategies.
- Negotiated contracts with C-level executives for Cold Calling solutions.
- Generated \$460k in new revenue through strategic prospecting and B2B Sales.

### Business Development Manager

*Rajendran Corp | 2019 - 2022*

- Exceeded quarterly sales targets by 794% consistently leveraging Account Management.
- Expanded market territory by 440% through aggressive B2B Sales strategies.
- Managed a portfolio of 412 key accounts, ensuring high retention.

## EDUCATION

### B.S. in Sales

Alagappa University, Graduated 2012