

# KARTHIK ARUMUGAM

Coimbatore | lakshmi.muthusamy19@example.com | 555-0188

## PROFESSIONAL SUMMARY

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

## TECHNICAL SKILLS

Negotiation, Account Management, Cold Calling, Lead Generation, CRM, Closing

## PROFESSIONAL EXPERIENCE

### **Business Development Manager**

*Natarajan Global* | 2019 - 2022

- Expanded market territory by 754% through aggressive Negotiation strategies.
- Generated \$544k in new revenue through strategic prospecting and Account Management.
- Exceeded quarterly sales targets by 166% consistently leveraging Cold Calling.

### **Sales Director**

*Lakshmanan Systems* | 2020 - 2022

- Exceeded quarterly sales targets by 427% consistently leveraging Closing.
- Negotiated contracts with C-level executives for Closing solutions.
- Generated \$455k in new revenue through strategic prospecting and Negotiation.

## EDUCATION

### **B.S. in Sales**

Annamalai University, Graduated 2012