

HARI PERUMAL

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PROFESSIONAL SUMMARY

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

TECHNICAL SKILLS

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

PROFESSIONAL EXPERIENCE

Account Executive

Ramasamy Enterprises | 2019 - 2021

- Generated \$654k in new revenue through strategic prospecting and CRM.
- Managed a portfolio of 753 key accounts, ensuring high retention.
- Expanded market territory by 15% through aggressive Presentation strategies.

Sales Representative

Ramasamy Systems | 2020 - 2021

- Exceeded quarterly sales targets by 792% consistently leveraging Negotiation.
- Managed a portfolio of 298 key accounts, ensuring high retention.
- Generated \$82k in new revenue through strategic prospecting and Negotiation.
- Expanded market territory by 728% through aggressive Lead Generation strategies.
- Negotiated contracts with C-level executives for Account Management solutions.

EDUCATION

B.S. in Sales

Bharathiyar University, Graduated 2012