

# DEEPA ARUMUGAM

Chennai | kavya.rajendran20@example.com | 555-0125

## PROFESSIONAL SUMMARY

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

## TECHNICAL SKILLS

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

## PROFESSIONAL EXPERIENCE

### Business Development Manager

*Kumar Solutions | 2022 - 2025*

- Negotiated contracts with C-level executives for B2B Sales solutions.
- Expanded market territory by 457% through aggressive Account Management strategies.
- Generated \$535k in new revenue through strategic prospecting and B2B Sales.
- Exceeded quarterly sales targets by 642% consistently leveraging Presentation.

### Sales Representative

*Srinivasan Corp | 2017 - 2018*

- Expanded market territory by 386% through aggressive Presentation strategies.
- Managed a portfolio of 652 key accounts, ensuring high retention.
- Generated \$394k in new revenue through strategic prospecting and Cold Calling.
- Exceeded quarterly sales targets by 445% consistently leveraging Closing.

## EDUCATION

### B.S. in Sales

Bharathiyar University, Graduated 2011