

# SHALINI MUTHUSAMY

Chennai | senthil.krishnan9@example.com | 555-0130

## PROFESSIONAL SUMMARY

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

## TECHNICAL SKILLS

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

## PROFESSIONAL EXPERIENCE

### Sales Representative

*Ramasamy Solutions | 2015 - 2016*

- Negotiated contracts with C-level executives for CRM solutions.
- Exceeded quarterly sales targets by 804% consistently leveraging Account Management.
- Expanded market territory by 676% through aggressive Cold Calling strategies.

### Sales Director

*Arumugam Solutions | 2017 - 2018*

- Exceeded quarterly sales targets by 680% consistently leveraging Lead Generation.
- Negotiated contracts with C-level executives for Lead Generation solutions.
- Generated \$191k in new revenue through strategic prospecting and Closing.
- Expanded market territory by 130% through aggressive Cold Calling strategies.

## EDUCATION

### B.S. in Sales

Annamalai University, Graduated 2017