

MEENA PERUMAL

Trichichirapalli | priya.ramasamy94@example.com | 555-0122

PROFESSIONAL SUMMARY

Strategic Sales professional with deep expertise in Negotiation and Closing.

TECHNICAL SKILLS

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

PROFESSIONAL EXPERIENCE

Business Development Manager

Kumar Global | 2018 - 2021

- Managed a portfolio of 615 key accounts, ensuring high retention.
- Generated \$309k in new revenue through strategic prospecting and Negotiation.
- Expanded market territory by 234% through aggressive Lead Generation strategies.
- Exceeded quarterly sales targets by 869% consistently leveraging Closing.

Account Executive

Krishnan Solutions | 2015 - 2018

- Expanded market territory by 227% through aggressive Closing strategies.
- Generated \$550k in new revenue through strategic prospecting and CRM.
- Negotiated contracts with C-level executives for Lead Generation solutions.
- Managed a portfolio of 53 key accounts, ensuring high retention.

EDUCATION

B.S. in Sales

Bharathithasan University, Graduated 2016