

SHALINI ARUMUGAM

Coimbatore | karthik.ganesan87@example.com | 555-0117

PROFESSIONAL SUMMARY

Strategic problem solver experienced in Cold Calling, seeking to apply Sales principles to challenging projects.

TECHNICAL SKILLS

Cold Calling, Presentation, B2B Sales, Negotiation, Closing, Account Management

PROFESSIONAL EXPERIENCE

Business Development Manager

Ramasamy Corp | 2021 - 2024

- Managed a portfolio of 756 key accounts, ensuring high retention.
- Expanded market territory by 104% through aggressive Negotiation strategies.
- Exceeded quarterly sales targets by 449% consistently leveraging Closing.
- Generated \$431k in new revenue through strategic prospecting and Presentation.
- Negotiated contracts with C-level executives for Closing solutions.

Sales Director

Kumar Enterprises | 2020 - 2022

- Exceeded quarterly sales targets by 610% consistently leveraging Closing.
- Generated \$479k in new revenue through strategic prospecting and Cold Calling.
- Managed a portfolio of 112 key accounts, ensuring high retention.
- Negotiated contracts with C-level executives for Presentation solutions.
- Expanded market territory by 647% through aggressive Cold Calling strategies.

EDUCATION

B.S. in Sales

Bharathiyar University, Graduated 2017