



PRIYA RAMANATHAN

Sales Consultant

CONTACT INFORMATION



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Columbus, OH 12345

EDUCATION

- B.S. in Marketing, The Ohio State University, 2022

KEY SKILLS

- Outbound prospecting
- HubSpot CRM
- Cold calling
- Discovery calls
- Objection handling
- Salesloft
- Product demos
- Pipeline hygiene

ABOUT ME

Early-career sales consultant with two years of inside sales experience in SaaS and one year in retail commission sales. Comfortable on the phone, quick to learn a product, and steady at building pipeline from a cold list.

PROFESSIONAL EXPERIENCE

SALES CONSULTANT | CADENCE HR CLOUD, COLUMBUS, OH 2023 - PRESENT

- Booked 168 qualified discovery meetings in first year, converting to \$312K in closed-won across small business accounts.
- Work a territory of ~600 target accounts under 100 employees, running the full cycle from outbound to signature.
- Averaged 55-70 dials per day plus a personalized email sequence, hitting activity targets every month.
- Sit in on account executive calls weekly to shadow negotiation and objection handling.

SALES ASSOCIATE | HALVERSON AUDIO GALLERY, COLUMBUS, OH 2022 - 2023

- Sold high-end audio equipment on a commission floor, averaging around \$18K in monthly personal sales.
- Handled financing paperwork and delivery scheduling for orders over \$2,500.
- Named top new hire of Q3 2022 out of a class of nine.