

DIVYA SRINIVASAN

Chidambaram | nithya.subramanian31@example.com | 555-0185

PROFESSIONAL SUMMARY

Persuasive problem solver experienced in Presentation, seeking to apply Sales principles to challenging projects.

TECHNICAL SKILLS

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

PROFESSIONAL EXPERIENCE

Sales Representative

Perumal Systems | 2017 - 2018

- Generated \$594k in new revenue through strategic prospecting and Account Management.
- Exceeded quarterly sales targets by 757% consistently leveraging Closing.
- Expanded market territory by 140% through aggressive Presentation strategies.
- Managed a portfolio of 30 key accounts, ensuring high retention.
- Negotiated contracts with C-level executives for Negotiation solutions.

Account Executive

Thangavel Global | 2021 - 2022

- Managed a portfolio of 577 key accounts, ensuring high retention.
- Exceeded quarterly sales targets by 868% consistently leveraging Presentation.
- Generated \$675k in new revenue through strategic prospecting and Presentation.

EDUCATION

B.S. in Sales

Bharathiyar University, Graduated 2014