

ARUN THANGAVEL

Karaikudi | deepa.selvaraj86@example.com | 555-0158

PROFESSIONAL SUMMARY

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

TECHNICAL SKILLS

Account Management, Negotiation, Lead Generation, Cold Calling, B2B Sales, Closing

PROFESSIONAL EXPERIENCE

Business Development Manager

Venkatesan Systems | 2022 - 2024

- Negotiated contracts with C-level executives for Account Management solutions.
- Generated \$386k in new revenue through strategic prospecting and Closing.
- Expanded market territory by 318% through aggressive Lead Generation strategies.

Account Executive

Thangavel Enterprises | 2020 - 2022

- Negotiated contracts with C-level executives for Closing solutions.
- Exceeded quarterly sales targets by 826% consistently leveraging Negotiation.
- Generated \$275k in new revenue through strategic prospecting and Negotiation.
- Managed a portfolio of 318 key accounts, ensuring high retention.
- Expanded market territory by 133% through aggressive B2B Sales strategies.

EDUCATION

B.S. in Sales

Bharathithasan University, Graduated 2017