

# MOHAN SELVARAJ

Madurai | nithya.ganesan16@example.com | 555-0150

## PROFESSIONAL SUMMARY

High-growth Sales professional with deep expertise in Account Management and CRM.

## TECHNICAL SKILLS

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

## PROFESSIONAL EXPERIENCE

### Sales Director

*Balasubramanian Solutions | 2021 - 2022*

- Generated \$713k in new revenue through strategic prospecting and Account Management.
- Negotiated contracts with C-level executives for Negotiation solutions.
- Expanded market territory by 702% through aggressive Account Management strategies.
- Managed a portfolio of 429 key accounts, ensuring high retention.
- Exceeded quarterly sales targets by 699% consistently leveraging Negotiation.

### Sales Director

*Arumugam Solutions | 2017 - 2020*

- Managed a portfolio of 463 key accounts, ensuring high retention.
- Negotiated contracts with C-level executives for B2B Sales solutions.
- Exceeded quarterly sales targets by 270% consistently leveraging Account Management.

## EDUCATION

### B.S. in Sales

Anna University, Graduated 2015