

# 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