

# KAVYA KUMAR

Madurai | nithya.rajendran81@example.com | 555-0168

## PROFESSIONAL SUMMARY

Persuasive Sales professional with deep expertise in B2B Sales and Negotiation.

## TECHNICAL SKILLS

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

## PROFESSIONAL EXPERIENCE

### Sales Director

*Krishnan Enterprises | 2015 - 2017*

- Negotiated contracts with C-level executives for Negotiation solutions.
- Managed a portfolio of 163 key accounts, ensuring high retention.
- Expanded market territory by 792% through aggressive Cold Calling strategies.
- Exceeded quarterly sales targets by 835% consistently leveraging Account Management.
- Generated \$324k in new revenue through strategic prospecting and Account Management.

### Sales Director

*Subramanian Global | 2018 - 2019*

- Managed a portfolio of 451 key accounts, ensuring high retention.
- Negotiated contracts with C-level executives for Account Management solutions.
- Exceeded quarterly sales targets by 786% consistently leveraging B2B Sales.
- Generated \$227k in new revenue through strategic prospecting and Negotiation.
- Expanded market territory by 811% through aggressive Presentation strategies.

## EDUCATION

### B.S. in Sales

Bharathithasan University, Graduated 2012