

# KAVYA THANGAVEL

Chidambaram | janani.muthusamy6@example.com | 555-0191

## PROFESSIONAL SUMMARY

High-growth problem solver experienced in Lead Generation, seeking to apply Sales principles to challenging projects.

## TECHNICAL SKILLS

Lead Generation, Presentation, CRM, Negotiation, Closing, B2B Sales

## PROFESSIONAL EXPERIENCE

### Account Executive

*Thangavel Enterprises* | 2019 - 2021

- Negotiated contracts with C-level executives for CRM solutions.
- Generated \$191k in new revenue through strategic prospecting and Lead Generation.
- Exceeded quarterly sales targets by 212% consistently leveraging Lead Generation.
- Managed a portfolio of 181 key accounts, ensuring high retention.

### Sales Director

*Selvaraj Systems* | 2019 - 2020

- Exceeded quarterly sales targets by 102% consistently leveraging Presentation.
- Generated \$394k in new revenue through strategic prospecting and B2B Sales.
- Managed a portfolio of 673 key accounts, ensuring high retention.
- Expanded market territory by 124% through aggressive CRM strategies.

## EDUCATION

### B.S. in Sales

Alagappa University, Graduated 2015