

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