

# NITHYA VENKATESAN

Coimbatore | ravi.krishnan40@example.com | 555-0119

## PROFESSIONAL SUMMARY

Lucrative problem solver experienced in B2B Sales, seeking to apply Sales principles to challenging projects.

## TECHNICAL SKILLS

B2B Sales, Account Management, Lead Generation, Closing, CRM, Negotiation

## PROFESSIONAL EXPERIENCE

### Account Executive

*Balasubramanian Enterprises | 2019 - 2022*

- Negotiated contracts with C-level executives for Lead Generation solutions.
- Expanded market territory by 782% through aggressive Account Management strategies.
- Managed a portfolio of 189 key accounts, ensuring high retention.
- Exceeded quarterly sales targets by 486% consistently leveraging Account Management.

### Sales Representative

*Selvaraj Solutions | 2019 - 2022*

- Expanded market territory by 135% through aggressive Closing strategies.
- Negotiated contracts with C-level executives for Closing solutions.
- Exceeded quarterly sales targets by 509% consistently leveraging Account Management.

## EDUCATION

### B.S. in Sales

Bharathiyar University, Graduated 2017