

# SARAVANAN PERUMAL

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## PROFESSIONAL SUMMARY

Client-focused problem solver experienced in Negotiation, seeking to apply Sales principles to challenging projects.

## TECHNICAL SKILLS

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

## PROFESSIONAL EXPERIENCE

### Account Executive

*Srinivasan Tech | 2015 - 2017*

- Managed a portfolio of 887 key accounts, ensuring high retention.
- Generated \$263k in new revenue through strategic prospecting and B2B Sales.
- Negotiated contracts with C-level executives for CRM solutions.
- Exceeded quarterly sales targets by 301% consistently leveraging Negotiation.
- Expanded market territory by 138% through aggressive B2B Sales strategies.

### Sales Representative

*Balasubramanian Global | 2017 - 2020*

- Negotiated contracts with C-level executives for B2B Sales solutions.
- Exceeded quarterly sales targets by 432% consistently leveraging Presentation.
- Expanded market territory by 745% through aggressive Negotiation strategies.
- Managed a portfolio of 831 key accounts, ensuring high retention.

## EDUCATION

### B.S. in Sales

Anna University, Graduated 2018