

# SARAVANAN THANGAVEL

Karaikudi | arthi.selvaraj26@example.com | 555-0123

## PROFESSIONAL SUMMARY

Strategic Sales professional with deep expertise in Presentation and Closing.

## TECHNICAL SKILLS

Presentation, Closing, Cold Calling, CRM, B2B Sales, Negotiation

## PROFESSIONAL EXPERIENCE

### Account Executive

*Thangavel Global | 2022 - 2023*

- Generated \$818k in new revenue through strategic prospecting and Presentation.
- Negotiated contracts with C-level executives for Negotiation solutions.
- Exceeded quarterly sales targets by 110% consistently leveraging B2B Sales.
- Expanded market territory by 211% through aggressive B2B Sales strategies.

### Business Development Manager

*Murugan Solutions | 2015 - 2017*

- Exceeded quarterly sales targets by 478% consistently leveraging Closing.
- Expanded market territory by 365% through aggressive B2B Sales strategies.
- Negotiated contracts with C-level executives for Negotiation solutions.
- Managed a portfolio of 430 key accounts, ensuring high retention.

## EDUCATION

### B.S. in Sales

Anna University, Graduated 2018