

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