

SARAVANAN PERUMAL

Trichichirapalli | saravanan.kumar88@example.com | 555-0155

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