

# ARUN THANGAVEL

Karaikudi | deepa.selvaraj86@example.com | 555-0158

## PROFESSIONAL SUMMARY

Persuasive problem solver experienced in Account Management, seeking to apply Sales principles to challenging projects.

## TECHNICAL SKILLS

Account Management, Negotiation, Lead Generation, Cold Calling, B2B Sales, Closing

## PROFESSIONAL EXPERIENCE

### Business Development Manager

*Venkatesan Systems | 2022 - 2024*

- Negotiated contracts with C-level executives for Account Management solutions.
- Generated \$386k in new revenue through strategic prospecting and Closing.
- Expanded market territory by 318% through aggressive Lead Generation strategies.

### Account Executive

*Thangavel Enterprises | 2020 - 2022*

- Negotiated contracts with C-level executives for Closing solutions.
- Exceeded quarterly sales targets by 826% consistently leveraging Negotiation.
- Generated \$275k in new revenue through strategic prospecting and Negotiation.
- Managed a portfolio of 318 key accounts, ensuring high retention.
- Expanded market territory by 133% through aggressive B2B Sales strategies.

## EDUCATION

### B.S. in Sales

Bharathithasan University, Graduated 2017