

Arnav Rao

Sales Executive

AR

Bengaluru, India arnav.rao@example.com Fictional sample

01 Professional profile

Sales Executive with an illustrative 11-year career focused on consultative selling, qualification and disciplined follow-through. Core strengths include Prospecting, Discovery calls and CRM hygiene. Selected examples describe the challenge, contribution and handover materials.

02 Professional experience

Jul 2022 – Present

Sales Executive

Asterline Commercial Services · Bengaluru

Delivered defined workstreams in consultative selling, qualification and disciplined follow-through, coordinating reviewers and delivery partners.

- Introduced a discovery record covering needs, decision process and next actions before drafting proposals.
- Segmented an assigned territory and maintained contact history and response-based follow-up plans.

Jul 2018 – Jun 2022

Sales Executive

Northmere Commercial Services · Bengaluru

Built a scoped practice in consultative selling, qualification and disciplined follow-through, with a defined review process.

- Used prospecting and proposal writing on assigned work; recorded decisions so colleagues could understand the approach.
- Prepared handover materials and incorporated specialist feedback before closing the workflow.

Jul 2015 – Jun 2018

Sales Associate

Cedarfield Commercial Services · Bengaluru

Built foundations through supported assignments, observation and practical feedback.

- Assisted with discovery calls and negotiation, checking work with an experienced reviewer.
- Kept organised work records and developed clear handover habits through supervised practice.

EXPERTISE

Core capabilities

Prospecting

Discovery calls

CRM hygiene

Proposal writing

Negotiation

Account follow-up

SELECTED WORK

Discovery-led selling

Qualification notes and proposal outline

Territory prospecting plan

Territory plan and CRM activity record

LANGUAGES

English - professional working

Hindi - professional working

CAREER CONTEXT

11 years in this illustrative career.

Three appointments.

Full work examples on page 2.

03 Commercial case studies

Listen well. Build the right opportunity.

WORK EXAMPLE 01 / ILLUSTRATIVE

Discovery-led selling

Context

Early proposals were issued before the customer's constraints were understood.

Contribution

Introduced a discovery record covering needs, decision process and next actions before drafting proposals.

Prepared for handover

Qualification notes and proposal outline

WORK EXAMPLE 02 / ILLUSTRATIVE

Territory prospecting plan

Context

Outreach repeated across accounts without shared context.

Contribution

Segmented an assigned territory and maintained contact history and response-based follow-up plans.

Prepared for handover

Territory plan and CRM activity record

04 Education

2013 – 2015

MBA in Sales Management

Asterbridge Institute of Professional Studies

Specialist study with a practice focus on prospecting and discovery calls.

2009 – 2013

Bachelor-level study in the relevant discipline

Cedarhaven College of Applied Studies

Foundation study, practical assignments and supervised learning. Fictional institution and qualification record.

05 Professional development

2024

Prospecting - advanced practice workshop

Scenario exercises and peer review in consultative selling, qualification and disciplined follow-through.

2025

Proposal writing - reflective practice seminar

Applied learning reviewed through a bounded example and a written reflection.

Continuing learning examples, not licences or independently verified certifications.

06 Practice & evidence notes

Work focus	Evidence status	Contribution scope
Consultative selling, qualification and disciplined follow-through	Illustrative work descriptions; no source artefacts attached	Owned the stated workstream, not all team outcomes

Every employer and institution in this CV is fictional. The two work examples describe individual contributions; supporting artefacts and externally measured outcomes are not supplied. Replace example information with accurate records and permission-cleared work before using this CV.