

MARCUS LYONS

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San Diego, CA 92111

PROFESSIONAL SUMMARY

Outside Sales Representative adept at leading customer and revenue growth by leveraging top-notch abilities in networking and lead development. Demonstrated success in converting prospects into customers, servicing accounts and maintaining consistent sales levels.

SKILLS

- Lead prospecting
- Sales proposal creation
- Solutions-based sales
- Basic math functions
- B2B sales prowess
- Strong communication
- Organization
- Account management

EDUCATION

San Diego City College
San Diego, CA • 06/2017

Associate of Arts: Business Economics

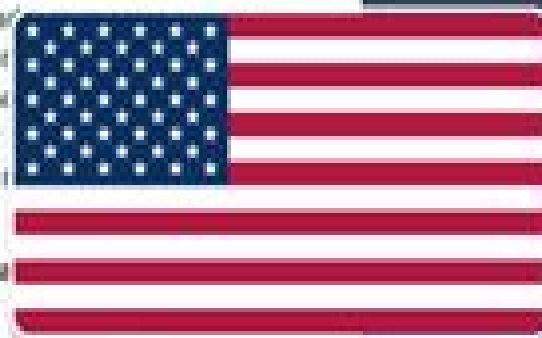
WORK HISTORY

ADP - Outside Sales Representative
San Diego, CA • 01/2017 - Current

- Visited up to 10 businesses per week and showcased product features to customers and discussed technical details to overcome objections and
- Prospected 15-20 potential customers per week through online search and maintained a sales pipeline
- Followed up with customers after initial contact to assess satisfaction and resolve any concerns.

Reiff Company - Sales Representative
San Diego, CA • 06/2016 - 12/2017

- Set up video appointments with potential and current customers to promote new products and services.



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G Psacharopoulos



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Computerworld ,2000-12-11 For more than 40 years Computerworld has been the leading source of technology news and information for IT influencers worldwide Computerworld s award winning Web site Computerworld com twice monthly publication focused conference series and custom research form the hub of the world s largest global IT media network

Catalog of Sears, Roebuck and Company Sears, Roebuck and Company,1979 *Board of Contract Appeals Decisions* United States. Armed Services Board of Contract Appeals,1985 **R.R. Bowker's Software for Schools** ,1987 **The**

Software Encyclopedia ,1997 *Commerce Business Daily* ,2000 **Board of Contract Appeals decisions** ,1985

Welding Design & Fabrication ,1990 Lighting Dimensions ,1987 *Business Week* ,1991 **Venture** ,1988 PC Magazine ,1993

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