

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

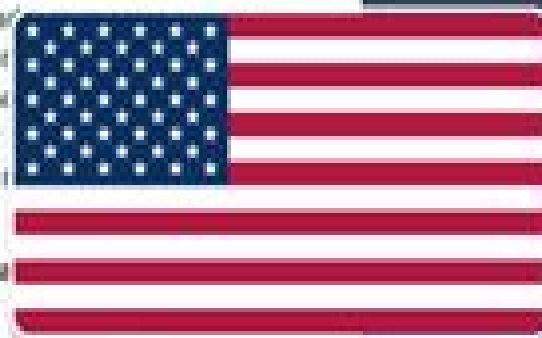
WORK HISTORY

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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The United States Army and Navy Journal and Gazette of the Regular and Volunteer Forces ,1881 Masonic Standard ,1898 **The BASIC Handbook** David Alvin Lien,1986 BASIC words as used on major computers worldwide are documented with proper format test runs sample programs alternate words and an If Your BASIC Doesn t Have It option Everything you need to know about the BASIC computer language in one monumental reference book **The Handy Book of Synonyms** ,1879 **Century Illustrated Monthly Magazine ...** ,1891 **The Century** ,1891 **Scribner's Monthly, an Illustrated Magazine for the People** ,1891 **The Century Illustrated Monthly Magazine** ,1891 **Hill's Manual of Social and Business Forms** Thomas Edie Hill,1882 *Hill's Manual of Social and Business Forms* ,1875 **Accidental Encyclopedia** Andy Grogan,2015-01-24 An overview of web design and UX of the best web sites on the internet Annual Communication of the Grand Lodge of the United States ,1878 **The Leisure Hour** ,1886 *Cantica Canticorum* Saint Bernard (of Clairvaux),1895 **Life and Works of Saint Bernard, Abbot of Clairvaux** Saint Bernard (of Clairvaux),1896 **The Nation** ,1893

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