

MARCUS LYONS



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San Diego, CA 92111

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

PROFESSIONAL SUMMARY

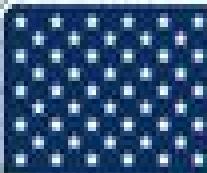
Outside Sales Representative adept at leading customer and revenue growth by leveraging top-notch abilities in networking and lead development. Demonstrated success in converting prospects into customers, servicing accounts and maintaining consistent sales levels.

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 objections.
- Prospected 15-20 potential customers via online search and maintained a sales pipeline.
- Followed up with customers after assessing satisfaction and resolve any concerns.



Reiff Company - Sales Representative

San Diego, CA · 08/2016 - 12/2017

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

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U S Dept of Labor

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The Code of Federal Regulations of the United States of America ,1993 The Code of Federal Regulations is the codification of the general and permanent rules published in the Federal Register by the executive departments and agencies of the Federal Government Public Interest Job Search Guide ,1998

The International Medical Graduates' Guide to U.S. Medicine Louise B. Ball,1995 **America's Top 300 Jobs** U S Dept of Labor,2004 Provides information on the top three hundred jobs in the United States as identified by the government s Occupational Outlook Handbook with descriptions of each job detailing skills and training requirements salaries working conditions and growth and promotion projections

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

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

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