

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

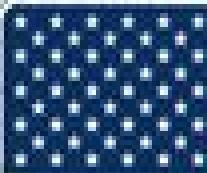
Outside Sales Representative adept at leading customer and revenue growth by leveraging top-notch abilities in networking and lead development. Demonstrated success in converting prospects into customers, servicing accounts and maintaining consistent sales levels.

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 assessments to assess 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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Victor M. Corman

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Resumes For Dummies Joyce Lain Kennedy,1998-05-29 Contains tips and suggestions for creating a resume that will be noticed by prospective employers includes information on choosing a format drafting a summary statement using key words and formatting a digital resume

[Google Cloud for Developers](#) Hector Parra Martinez,Isaac Hernandez Vargas,2023-05-26

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Certification Circle Katherine Pinard,2002 Presents a highly visual approach to learning the necessary skills to pass the Microsoft Office User Specialist MOUS exam

The Book of U.S. Government Jobs Dennis V. Damp,2002 Explains the federal employment process covers working conditions pay and benefits and other aspects of government employment and discusses exams jobs in law enforcement and the postal service and opportunities for veterans and people with disabilities

Nail the Resume! Ron Krannich,Caryl Krannich,2005-06-24 This book helps users

transform ordinary resumes into outstanding resumes that immediately grab the attention of employers **Computerworld** ,2000-03-13 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 [U. S. Government Films](#) United States. National Archives and Records Service,1969

Job Searching Online For Dummies Pam Dixon,2000-01-31 Not just a book of searching sites and sources online this book helps readers use computers and the Internet to make the most out of finding new employment CD contains software necessary for connecting to a selected online service and templates for building an effective online resume [Computerworld](#) ,2000-09-25 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 **MSDN Magazine** ,2005 **Network World** ,1996-09-16

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Electronic Design ,1980 **Astronautics & Aeronautics** ,1980 [Computerworld](#) ,2006-01-16 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 [Scientific American](#) ,1903 [U.S. Government Films](#) ,1962 *Proven Resumes and Confidence Builders* Regina Pontow,1996 *An Engineering Approach to Computer Networking* Srinivasan Keshav,Srinivasan Keshav,1997 Taking a unique engineering approach that will help readers gain a grasp of not just how but also why networks work the way they do this book includes the very latest network technology including the first practical treatment of Asynchronous Transfer Mode ATM The CD ROM contains an invaluable network simulator

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