

# MARCUS LYONS

example@example.com

(555) 555-5555

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

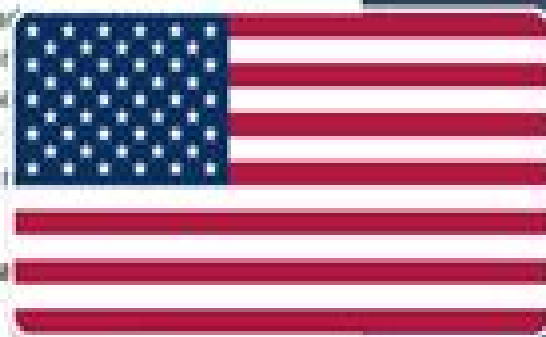
## WORK HISTORY

**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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**Yicheng Fang**



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Chemical Engineering Progress ,1981     *Computerworld* ,1978-12-18 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     **Computerworld** ,1978-03-13 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     **The Debt Problem** Anoop Singh,1989     Datamation ,1970-05     **Billboard** ,1994-07-30 In its 114th year Billboard remains the world s premier weekly music publication and a diverse digital events brand content and data licensing platform Billboard publishes the most trusted charts and offers unrivaled reporting about the latest music video gaming media digital and mobile entertainment issues and trends     Computerworld ,1978-06-19 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     *The ARRL Handbook for the Radio Amateur* ,1998     *The Saturday Evening Post* ,1924     *InTech* ,1980     **Public** ,1877     **Scientific American** ,1958 Monthly magazine devoted to topics of general scientific interest     *The Public* ,1877     **InCider** ,1988-07     *Floor Covering Weekly* ,2005     *The International Stock Exchange Official Yearbook* ,1990

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