

# 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

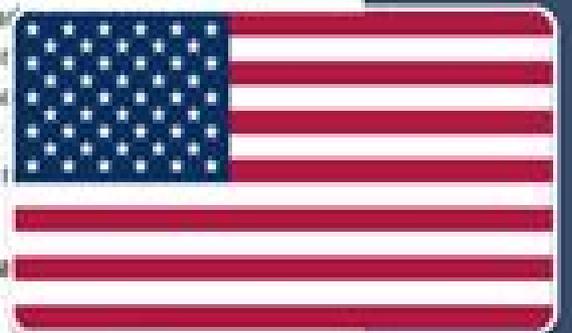
## WORK HISTORY

**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 - 08/2016 - 12/2017

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



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**Lauren Gardner**



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