

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

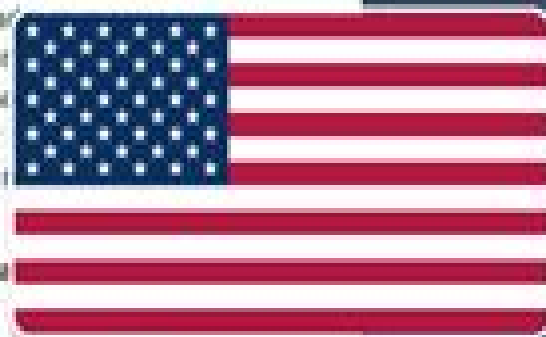
WORK HISTORY

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.



Resume Template In The Us Tutorial

N Colangelo



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U.S. DOL Employment Workshop ,2012 This manual is designed to share best practices for transitioning into the civilian workforce You will customize these best practices to create a plan as a vehicle to attain your goals from p 2 **Peter Norton's Introduction to Computers Office 97 Tutorial with 3. 5 IBM Disk** Peter Norton,1998-01-05 Peter Norton s new Office 97 Tutorial helps students learn to create process and present information using Microsoft Office 97 Emphasizing hands on instruction this applications tutorial includes a student data disk to help students apply and practice the skills and techniques they learn in each lesson *Creo Parametric 2.0 Tutorial and Multimedia DVD* Roger Toogood,2013 The eleven lessons in this tutorial introduce you to the design capabilities of Creo Parametric 2 0 The tutorial covers the major concepts and frequently used commands required to advance from a novice to an intermediate user level Major topics include part and assembly creation and creation of engineering drawings Also illustrated are the major functions that make Creo Parametric a parametric solid modeler These topics are further demonstrated in the video files that come with every book Although the commands are presented in a click by click manner an effort has been made in addition to showing illustrating the command usage to explain why certain commands are being used and the relation of feature selection and construction to the overall part design philosophy Simply knowing where commands can be found is only half the battle As is pointed out numerous times in the text creating useful and effective models of parts and assemblies requires advance planning and forethought Moreover since error recovery is an important skill considerable time is spent exploring the created models In fact some errors are intentionally induced so that users will become comfortable with the debugging phase of model creation At the end of each lesson is a short quiz reviewing the new topics covered in that chapter Following the quiz are several simple exercise parts that can be created using new commands taught in that lesson In addition to these an ongoing project throughout the book is also included This project consists of several parts that are introduced with the early lessons and finally assembled at the end **Microsoft Word 2000 Complete Tutorial** Connie Morrison,William Robert Pasewark,2000 With a completion time of 75 hours this book is certified as Expert level for Microsoft Word Aimed at the beginner this comprehensive book covers beginning through advanced features of the software Lessons contain objectives step by step instructions screen illustrations tips notes Internet coverage chapter summaries end of chapter exercises projects and SCANS correlations Extra challenging activities are provided along with group activities to emphasize teamwork Unit reviews contain a Command Summary Review Questions Applications and On the Job Simulations **Job Hunters' Sourcebook** Amy Darga,2002 Here is the essential updated resource job seekers need to develop a complete strategy for their job searches Alphabetically arranged by career the Sourcebook lists sources of help wanted ads employer directories employment agencies placement services electronic resources and other information sources for 206 specific careers New profiles on high profile careers such as computer and information systems manager desktop publisher and industrial

production manager have been added as well Also included are helpful e mail and Web site addresses along with new information on governmental agencies and legal topics to further assist users in their searches **Tutorial, Programming Language Design** Anthony I. Wasserman,1980 Presents programming language design and recent advances in the field
 American Bookseller ,1991 **InfoWorld** ,1998-11-23 InfoWorld is targeted to Senior IT professionals Content is segmented into Channels and Topic Centers InfoWorld also celebrates people companies and projects **InfoWorld** ,1985-02-11 InfoWorld is targeted to Senior IT professionals Content is segmented into Channels and Topic Centers InfoWorld also celebrates people companies and projects *StatView* SAS Institute,1998 **EventDV** ,2006 C/C++ Users Journal ,2001 Microsoft Word for Windows 95 by PicTorial Dennis P. Curtin,1996 These picture tutorials teach students computer applications using screen shots to guide them each step of the way The text aims to highlight common trouble spots and review information presented in earlier PicTutorials It features guided tutorials procedure mastery drills and skill building exercises and QuickStep boxes looking back and looking ahead boxes pausing for practice boxes and tip boxes Each pictorial closes with a variety of true false multiple choice and fill in questions as well as independent projects *R.R. Bowker's Software for Schools* ,1987 **Documentation Abstracts** ,1982 *The Software Encyclopedia* ,1986
 Microtimes ,1997 **InfoWorld** ,1985 UNIX Review ,1987-07 **New Perspectives on Creating Web Pages with HTML** Patrick Carey,2003 Cover title Creating web pages with HTML

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