

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

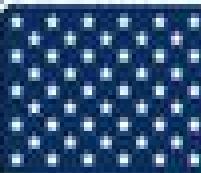
Outside Sales Representative adept at leading customer and revenue growth by leveraging top-notch abilities in networking and lead development. Demonstrated success in converting prospects into customers, servicing accounts and maintaining consistent sales levels.

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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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.

American Bookseller, 1993 Tutorial on Software Design Techniques Peter Freeman, Anthony I. Wasserman, 1983

Introduction Analysis techniques Specification methods External design Architectural design techniques process view Architectural design techniques data view Detailed design techniques Design validation Software development methodologies Bibliography Author biographies

Guide to College Reading Kathleen T. McWhorter, 2002

Guide to College Reading focuses on the key areas of reading comprehension, vocabulary improvement and textbook reading. Critical thinking and metacognition are hallmarks of the McWhorter series. Critical thinking is incorporated throughout the book in instruction.

exercises and readings Metacognitive activities include teaching readers how to evaluate their own learning styles to increase their ability to read college level material successfully Exercises that ask readers to respond by writing sentences and paragraphs after reading help make the critical connection between these two activities Numerous diagrams and drawings help readers visualize how reading material can be organized High interest photographs and artwork appeal to the visual learner Chapter ending readings give immediate practice for chapter skills and aid in transferring these skills to actual reading situations Learning Style Tips reinforce material introduced earlier throughout the book and teach readers how to apply knowledge of their individual learning styles to learn new skills For those interested in developing their reading skills at the 6th 9th grade level **Tutorial on Software Maintenance** Girish Parikh, Nicholas Zvegintzov, 1983 Software maintenance the work done on a software system after it becomes operational consumes at least half of all technical and management resources expended in the software area This volume supplies an overview of software maintenance what it is how to do it how to manage it and trends in current research The thirty one papers included are frequently requested from their authors from hard to find sources cover the foundations of current thinking on this topic and extend the frontiers of research Educational Research Document Summaries Educational Research Information Center (U.S.), 1966 Data Management, 1977 **Optical Information Systems Update/library & Information Center Applications**, 1993 The Oxford Magazine, 1956 The Journal of Education, 1897 **Comprehensive Microsoft Excel 5.0 for Windows** June Jamrich Parsons, Dan Oja, David Auer, 1997-06 **Scientific American**, 1895 The Medical Library Association Encyclopedic Guide to Searching and Finding Health Information on the Web: Diseases and disorders P. F. Anderson, Nancy J. Allee, 2004 Annotation Searching for health information may be the most important type of search a librarian performs in a day Instead of starting a health care search with a blank computer screen or simply accessing ordinary information available most anywhere on the Web start with help from the prestigious Medical Library Association Each entry will show you how an experienced health sciences librarian would approach the question You can begin a truly valuable search knowing Special searching issues What to ask Where to start Supplementary search strategies Topic profile Recommended search terms and important sites Hotline phone numbers FAQs Publications on the Internet Professional organizations Patient support organizations and discussion groups Best One Stop Shops Finally there's one ready reference source written by librarians to help their colleagues that covers every important aspect of the question you or your user want to answer The Cambridge Review, 1915 Vols 1-26 include a supplement The University pulpit vols 1-26 no 1-661 which has separate pagination but is indexed in the main vol Parliamentary Papers Great Britain. Parliament. House of Commons, 1918

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