SEAN MCGARRY

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PROFESSIONAL SUMMARY

Technology sales professional with 20+ years of experience, coupled with an associate's degree in software development. Proven track record of developing sales processes, implementing business plans, and driving growth in the technology sector. Skilled at translating technical features into value-driven solutions for diverse audiences. Dedicated to applying problem-solving skills, leveraging technical aptitude, and fostering effective multi-department communication to develop customer relationships and internal growth.

WORK EXPERIENCE

Sales Executive | The Web3 Ninja (Remote) | September 2024 to Present

* Drive sales and close leads generated by marketing efforts
* Establish and maintain client relationships in target markets
* qualify leads, and set up appointments
* Collaborate with Business Development and Sales teams to refine strategies
* Research and evaluate sales platforms and CRM software
* Develop target personas and implement outreach strategies
* Track sales activities and communicate product pain points to team members

Student, Homemaker, and Freelance Business Services | Self-employed (Westford, MA) | January 2021 to January 2024

* Completed associate's degree in software development
* Managed complex schedules and budgets for a household of four
* Undertook independent projects, including DIY repairs and software development tasks
* Designed and implemented business strategies for freelance services portfolio
* Managed online market sales, including product listing and customer engagement

Inside Sales Executive | Wyebot (Marlborough, MA) | July 2019 to March 2020

* Promoted A.I. and Wi-Fi analytics SaaS and hardware products in the education tech sector
* Communicated with customers and engineering team to provide technical solutions
* Developed sales processes, including prospecting and territory growth strategies
* Attained 120% quota, growing territory pipeline from $5k to $100k+ within 2 quarters

Inside Sales | Oncam (Billerica, MA) | September 2018 to March 2019

* Established standard operating procedures for inside sales efforts
* Provided sales support for regional sales directors, channel partners, and engineering team
* Restructured inside sales use of Salesforce CRM, contributing to positive sales growth

Inside Sales Senior | ADI Global/Honeywell (Woburn, MA) | February 2015 to September 2018

* Managed key accounts and handled high volumes of inbound calls
* Processed project quotes, bid submittals, and special pricing requests for various hardware

Apple Solutions Consultant | Apple Inc. (Cambridge, MA) | September 2008 to August 2014

* Managed customer experience, sales, training, and partnership operations
* Built loyal customer community within partner retail environment
* Developed expertise in Apple products, services, and software

Account Manager, Business Services | CompUSA (Nashua, NH) | January 2004 to December 2008

* Specialized in acquiring and revitalizing lost accounts
* Generated a record purchase order of $100k through relationship-building efforts
* Developed understanding of IT hardware and software licensing sales processes

Customer Service Concierge and Ticket Team Representative | Circles (Chelmsford, MA) | December 2007 to September 2008

* Served high volume incoming requests for American Express's phone Concierge
* Promoted to "Ticket Specialist" for exemplary experiences and event reservations

EDUCATION

Associate's degree in Computer Science | Southern New Hampshire University | January 2021 to January 2023

Sequential Art and 3D Design | Savannah College of Art and Design | 2002 to 2004

SKILLS

Sales: B2B sales, lead generation, prospecting, qualifying, closing sales, negotiation, account management, customer relationship management

Technical: Entry-level software development, Python, Java, C++, object-oriented programming, data structures, web scraping, AI prompts

Tools: Salesforce, Pipedrive, Microsoft Office, Google Workspace, Zoom, Teams, LinkedIn Navigator, GitHub

Operating Systems: Windows, Mac OS, iOS, ChromeOS

Other: Cross-functional collaboration, project management, problem-solving, communication, multitasking

CERTIFICATIONS

Driver's License