SEAN MCGARRY

Westford, MA 01886

seanmcgarryp@gmail.com

+1(978) 4964607

Professional Summary

I bring 15+ years of experience as a career minded technology sales professional.With a focus on developing sales processes in order to implement business plans and accomplish goals in driving growth in the technology sector. Coupled with having an associate’s degree in software development, a solid foundation in computer science ,programming methodologies and basic language syntax. Results in my proven ability to translate technical features into value-driven solutions from non technical decision makers to engineer level audiences.I am dedicated to applying problem-solving skills ,leverage technical aptitude and effective multi-department communication to develop customer relationships and internal growth.

Authorized to work in the US for any employer

Work Experience

**Sales Executive**

The Web3 Ninja-Remote September 2024 to Present

Responsibilities and Deliverables  
Drive sales and close leads generated by the marketing efforts  
Establish and maintain client relationship  
Prospect and grow clients in the target market  
Conduct continuous cold calling of prospective clients  
Qualify leads through discovery conversations  
Set up appointments for qualified leads with the development lead engineer  
Tailor outreach messages to address specific pain points and needs of prospects  
Utilize various tools and platforms to source and compile qualified leads  
Regularly update the sales funnel to reflect current status of leads and opportunities Collaborate with Business Development and Sales teams to refine outreach strategies Assist with marketing efforts to support lead generation  
Research and evaluate sales platforms and CRM software  
Develop target personas to enhance outreach effectiveness  
Create and implement outreach strategies aligned with company goals  
Track all sales activities in the company CRM system  
Communicate customer and prospect product pain points to appropriate team members

**student and Homemaker and freelance business services**

self employeed-Westford, MA January 2021 to January 2024

• Independent Projects and Homemaker (Pandemic and Post-Pandemic) • completed associates degree in software development

• Developed and managed complex schedules and budgets for a household of four, demonstrating strong organizational and financial management skills.

• Undertook independent projects, including DIY repairs and software development tasks, showcasing problem-solving and technical proficiency.

• Freelance Business Services and Online Market Sales

• Designed and implemented business strategies to grow a freelance services portfolio, focusing on client acquisition and operational efficiency.

• Successfully managed online market sales, including product listing, customer engagement, and fulfillment processes, driving consistent revenue streams.

**Inside Sales Executive**

Wyebot |Marlborough-Massachusetts July 2019 to March 2020

A.I. ,Wifi analytics SaaS and hardware start-up. Reporting to the Sales Manager and V.p. of Sales

· Applied go to market problem-solving skills to promote A.I. and Wi-Fi analytics

SaaS and hardware products in the education tech sector.

· Communicated effectively with customers and the engineering team to understand their needs and provide technical solutions.

· Contributed to the development of sales processes, including prospecting, territory growth strategies, cadences, and CRM structure improvements.

· Attained 120% quota leading to development of a territory pipeline from 5k to 100k+ within 2 quarters in the education IT market.

**Inside Sales**

Oncam-Billerica, MA September 2018 to March 2019

UK-based Video Surveillance Manufacturer.

· Established standard operating procedures measured goals and drove the inside sales efforts under the VP of Sales for the Americas.

· Planned and developed sales support for the regional sales directors, channel partners, and engineering team.

· Led inside sales efforts, applying problem-solving skills and logical thinking to restructure the inside sales use of Salesforce CRM, contributing to positive sales growth for the team."

· Contributed to cross-functional collaboration within an international organization.

**Inside Sales Senior |ADI Global**

Honeywell |Woburn-Massachusetts February 2015 to September 2018

· Managed key accounts, handled high volumes of inbound calls, and developed technological organization and time management best practices that contributed to team progress."

· Handled project quotes, bid submittals, and special pricing requests for Video Surveillance, Fire, Intrusion, Access Control, and A/V hardware.  
· Demonstrated a strong understanding of technical products and solutions.

**Apple Solutions Consultant**

Apple inc-Cambridge, MA September 2008 to August 2014

· Managed the customer experience, sales, training, merchandising, and partnership operations in Apple shops within a shop model.

· Built a loyal customer community within the partner retail environment. Via social and customer services , event promotion best practices

· 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 a deep 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.

· Provided excellent customer service, displayed multitasking abilities, and made calculated decisions on the fly.

· Promoted to "Ticket Specialist," focusing on exemplary experiences and event reservations. · Developed strong communication Multitasking and problem-solving skills.

Education

**Associate's degree in computer science**

Southern New Hampshire University

January 2021 to January 2023

**Sequential Art and 3d Design Public speaking**

Savannah College of Art and Design

2002 to 2004 Skills

• Customer Service  
•AI  
• Cross-functional collaboration  
• research  
• Cloud computing  
• iOS  
• prospecting  
• SaaS  
• Learning technology  
• Lead generation  
• Demonstrations  
• CRM  
• Agile team concepts Data structures"  
• Account management  
• Managing virtual sales teams motivation

• Agile  
• Multi-tasking  
• Influencing / communication  
• Education sales  
• Mac OS  
• GitHub  
• Customer service  
• KPIs  
• Prospecting  
• qualifying  
• Google Docs  
• vendor relations  
• Driving  
• Salesforce  
• teamwork  
• personal development  
• low to no code automation  
• Apple/Mac OS/iOS  
• Salesforce  
• Microsoft Teams  
• B2B sales  
• Inside sales  
• Microsoft Office  
• Google Meet  
• CRM software  
• LinkedIn Navigator  
• LAN  
• Customer relationship management • ChatGPT  
• Word Excel"  
• Sales  
• B2B sales  
• Communication skills  
• StackExchange  
• Active listening  
• Cold calling  
• Ai prompts  
• Training & development  
• Pipedrive  
• Salesforce

* Scripting
* Object-oriented programming (OOP)
* Web scraping
* Software troubleshooting
* Basic programming practices
* data entry / cleaning
* web scraping
* mentorship
* Appointment scheduling
* Qualifying leads
* Closing sales and negotiation
* Windows
* sales training
* Data structures
* C++
* Visual Studio
* PyCharm
* motivation
* Git
* managing pipelines
* Google Docs
* Basic understanding of programming Languages (Python, Java, C++ ,Swift), syntax, and object- oriented programming (OOP) concepts
* Bid process
* Organizational skills
* Research
* OOP
* Mentoring
* Relationship management
* CRM management
* data structures
* Zoom
* Google Docs
* Entry-level software development
* Solution selling
* Negotiation
* Direct/channel
* Customer support
* Operating Systems: Windows, Mac OS, iOS ChromeOS
* Python
* GitHub
* Software Development Concepts: Object-Oriented Programming (OOP), Data Structures, Algorithms, applied statistics
* Operating systems
* Software development
* Xcode
* Windows
* VMWare
* Python
* project management
* performance  
  Links  
  Https://www.seanpatrickmcgarry.com http://www.linkedin.com/in/seanmcgarrytechnologist  
  Certifications and Licenses  
  **Driver's License**