**SEAN P. MCGARRY**

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**Summary**

### *Highly motivated, technology sales professional with15+ years’ experience. Recently completed an associate degree in computer science with focus on software development. a broad history in business to business, hardware, software and SaaS distribution, manufacturing, retail, and customer service. Contributed to record sales growth with startups and industry giants such as Apple, Wyebot and Honeywell. Passionate about creativity, business, and account growth. Tenacious drive in discovering new markets, developing customer stories, and finding solutions using the greatest technology. Focused on giving excellent experiences, growing partnerships, and creating lifelong customers.*

**Relevant Accomplishments:**

● **Exceeding quarterly sales revenue quotas by 120%-140%** *Contributing to 400% YOY revenue quarters in multiple teams by using consistent follow up and outreach and organizational best practices.*

* ● **Establishing a multifaceted deal within the K-12 education tech market** *by growing a territory pipeline from $5k to $100k adding almost every district in the territory in less than 6 months.*

● **Revitalizing inside sales efforts under the VP of Sales for the Americas.** *Established and ran inside sales efforts****,*** *reorganized for reworking, cleaning salesforce data, and implementing strategies for better customer outreach. Recognized for saving an $80k deal with my outreach strategy.*

* ● **Recognized for closing large scale projects contributing to exceeding team quota at ADI.** *2018 attained 115% of quota, 2017 = 109% ,2016 = 105%, trusted “IP champion” and keyholder.*
* ● **Establishing solid customer service habits and focus on experiences at Circles**, *promoted to the events/ticket team within the first three months.*
* ● **Acquired learning skills to quickly adapt to new technology and software** *recognized for effectively translating these concepts to all types of customers and clients at Apple.*
* ● **Recognized for growing relationship with partners.** *Influenced, trained, and managed a virtual sales team by focusing on motivation and building mutually beneficial business plans.*
* ● **Successfully managed and won back key accounts at CompUSA.** *Awarded Employee of the Month for record purchase order of 100k generated from building a relationship in the education market.*

**Work Experience**

July 2019 – March 2020

***Inside Sales Executive* |Wyebot |Marlborough, Massachusetts**

*A.I. ,Wifi analytics SaaS and hardware start-up****.***

*Reporting to the Sales Manager and V.p. of Sales attained 120% quota leading to development of a territory pipeline from 5k to 100k+ within 2 quarters in the education IT market.*

September 2018 – March 2019

***Inside Sales* | Oncam | Billerica Ma, (hybrid)**

*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, including sales support development for the Regional Sales Directors, Channel Partners, and engineering team.*

February 2015 – September 2018

**Inside Sales Senior |ADI Global/ Honeywell |Woburn, Massachusetts**

*Managed key accounts handling an extremely high volume of inbound calls. Managed project quotes/bid submittals and special pricing requests from vendors for a major distributor for Video Surveillance, Fire, Intrusion, Access Control, and A/V hardware.*

September 2008 – August 2014

**Apple Solutions Consultant | Apple inc | Cambridge, Massachusetts***Managed the customer experience, sales, merchandising, operations, training, and partner business relationship of Apple shops within partner retail stores. Built a community of loyal customers within the reseller’s environment focusing on both Apple products and services offered by the partner.*

Dec 2007 – Sept 2008

**Customer Service Concierge and Ticket Team Representative |Circles |Chelmsford, Massachusetts***Served incoming requests for American Express’s phone Concierge. Displayed a high level of multitasking and ability to make calculated decisions on the fly. Promoted to “Ticket Specialist” Reserving high-profile destinations and restaurants and events focusing on exemplary experiences.*

2004 – 2008

**Account Manager, Business Services | CompUSA | Nashua, NH**

*Specialized in acquiring new and revitalizing lost accounts as an Account Manager within a newly rebuilt commercial IT hardware sales department at one of the largest computer outlets in the US.*

**Education**

2020 – 2022

**Southern New Hampshire University:***Associate degree in computer science* **/ Software Development**

*Introduced to Python , Java, and C++ coding languages |Object oriented programming*

*Data structures |coding best practices |Data research concepts| Agile team concepts.*

2002 – 2004  
**Savannah College of Art and Design:***Focus on Sequential Art and 3d Design Public speaking |Written communication |3d design |Sequential art |Art history |Drawing |Color theory |Graphic design.*

**Skills and technical experience**

* Lead generation
* Listening
* Customer service
* Active listening
* Solution selling
* Prospecting
* Closing sales
* Multi-tasking
* Communication
* Influencing others
* Demonstrations
* Cold calling
* CRM management
* Negotiation
* Qualifying
* B2b
* Bid process.
* Education sales
* Managing pipelines
* Data entry
* Direct/channel

**Technical Skills:**

* Google Docs
* Salesforce
* Word Excel"
* CRM
* Zoom
* Apple/Mac OS/iOS
* LinkedIn Navigator
* Windows
* VMWare
* Cloud computing
* Microsoft Teams
* Google Meet
* Pipedrive
* Entry-level software development
* Web scraping
* Basic programming practices
* Object-oriented programming (OOP)
* Agile team concepts Data structures"
* Ai prompts
* Data structures
* C++
* Python