

Name: Marcus Lee

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#### Professional Summary

Results-driven sales representative with 4+ years selling B2B products to mid-market customers. Known for consultative selling

#### Experience

Account Executive, Harbor Supplies — Chicago, IL

Mar 2021 – Present

- Exceeded annual quota by 15% through relationship building and upsells.
- Managed a book of 60+ active clients and coordinated renewals.

Sales Associate, WestPoint Office — Chicago, IL

Feb 2019 – Feb 2021

- Supported senior sales staff and handled inbound leads.
- Prepared sales proposals and product demonstrations.

#### Education

A.S., Business Administration, City College of Chicago — 2018

#### Skills

- CRM (Salesforce), Negotiation, Prospecting, Presentation, Pipeline management