MARCUS ANDERSEN

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SUMMARY OF QUALIFICATIONS

- Sales professional who builds long relationships rather than one-off deals.
- Experience across 3 employers, most recently as Senior Account Executive at Summit Sales Co.
- Consistently at or above target.
- Known for clear communication with colleagues and for following work through to the end.

EDUCATION

University of Sydney — **Sydney**
BA Business Studies — *2019*

PROFESSIONAL EXPERIENCE

Summit Sales Co — **Denver, CO**
Senior Account Executive — *Mar 2025 – Present*

- Closed 118% of annual target in my second year.
- Trained two new reps on our sales process.
- Wrote proposals and tender responses with the bid team.
- Shared customer feedback with product to shape the roadmap.
- Kept the CRM accurate so forecasts could be trusted.

Fenwick Supplies — **Denver, CO**
Account Executive — *Jan 2023 – Jan 2025*

- Negotiated renewals and price increases with long-standing customers.
- Ran discovery calls and product demos for mid-sized customers.
- Worked with marketing on follow-up for event leads.
- Built a pipeline of new business from cold outreach and referrals.

Fenwick Supplies — **Denver, CO**
Sales Development Rep — *May 2021 – Jan 2023*

- Looked after a portfolio of 30 client accounts and their renewals.
- Mentored a new rep through their first two quarters.
- Ran quarterly business reviews with the top ten accounts.

INITIATIVES

Key account plan

- Planned and delivered it alongside day-to-day work, with a written plan and agreed success measures.
- Shared the results with the wider team and kept the documentation up to date.

Sales playbook update

- Planned and delivered it alongside day-to-day work, with a written plan and agreed success measures.
- Shared the results with the wider team and kept the documentation up to date.

RESEARCH & PUBLICATIONS

Notes on data contracts — **2026**

- Short paper shared internally and at a local meetup.

TECHNICAL SKILLS

General: Salesforce, Microsoft Office, LinkedIn Sales Navigator
Languages: English (Native), Spanish (Conversational)

CERTIFICATIONS

- Sandler Sales Foundations
- Negotiation Skills (online)

EXTRA-CURRICULAR ACTIVITIES

- Mentor for a school careers programme, helping students with CVs and mock interviews.
- Treasurer of a local sports club, keeping the accounts and membership list.
- Member of a community choir.

REFERENCE

Imogen Sato
Engineering Manager, Summit Sales Co
Contact: imogen@example.com