



MARCUS Hall

Sales Consultant

Sales consultant with six years selling B2B software and services to mid-market accounts. Consistent quota attainment across two product lines, with a track record of shortening sales cycles by tightening discovery and multi-threading early. Comfortable running the full cycle from prospecting through negotiation.

CONTACT INFORMATION



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Raleigh, NC 12345

EDUCATION

B.A. in Communications, North Carolina State University, 2019

KEY SKILLS

- Consultative selling
- Salesforce
- Outreach
- Structured deal qualification
- Discovery and demo delivery
- Contract negotiation
- Territory planning
- LinkedIn Sales Navigator
- Forecasting
- Renewal and expansion

PROFESSIONAL EXPERIENCE

Senior Sales Consultant | Brightpath Analytics, Raleigh, NC
2021 - Present

- Closed \$1.47M in new logo revenue in 2023 against a \$1.2M quota, ranking 3rd of 22 on the mid-market team.
- Rebuilt the discovery framework used by the pod, cutting average time from demo to proposal from about six weeks to under four.
- Run 8-12 active opportunities at a time across manufacturing and logistics verticals, average deal size in the mid five figures.
- Partner with sales engineering on technical evaluations and co-lead security reviews with prospect IT teams.

Sales Consultant | Northgate Business Systems, Durham, NC
2019 - 2021

- Hit 112% of quota in first full year selling managed print and document workflow to small business accounts.
- Built a self-sourced pipeline through cold outbound and local business networking referrals, roughly 40% of closed revenue came from personal prospecting.
- Handled contract renewals for a book of ~60 customers with a retention rate above 90%.
- Trained two incoming reps on the CRM and territory planning process.