

MARC DEUTSCH
Longmont, CO
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INSIDES SALES & CUSTOMER SERVICE

Proven track record of generating sales leads and meetings for sales teams resulting in significant new business.

- Lead development and generation in challenging magazine advertising field and educational books/curriculum.
- Increased volume of appointments for outside sales representatives
- Excellent phone skills, commanding phone voice with the ability to open and close a sale quickly and efficiently.
- Proficient in Salesforce, Word, Excel and Outlook

Sprouts Market : Mid Sized *grocery store, Lafayette Colorado.*

June 2017- Present

Sales of vitamins and body care products direct to retail customers

Stocking shelves and keeping an overall good appearance of department.

I work Part time until I find full time job than work 1 night a week

GABRIEL SALES: Marketing Agency (Boulder, CO)

Sept 2017 – Dec 2018

Lead development and lead generation for company focusing on increasing brand awareness for our clients, through emails and follow up calls.

BROCK MEDIA GROUP: Magazine Advertising (Boulder, CO)

Dec 2015 – Sept 2017

Sold advertising for magazines.

Called on previous accounts and cold calls to new accounts.

SOPRIS WEST EDUCATIONAL SERVICES (Frederick, CO)

Dec 2008 – Sept 2014

Booked appointments for sales representatives in the field.

Dealt with logistics for representatives traveling to school districts.

KLEARSEN CORPORATION/PEACEFUL MOUNTAIN PRODUCTS (Boulder, CO) Sept
2002 – April 2007

Collection manager: implemented collections procedures & negotiated payments of past due accounts. Customer service: servicing existing accounts, handling preorders and opening new accounts via direct calling and upselling new product.

REBEL SOUNDS RECORDS (New York, NY)

May 2015 - Present

Identify bands to distribute digital music and sell services for digital distribution company.

NICE SHOT ENTERTAINMENT/ZIONWAY RECORDINGS LLC

May 2006 - Present

Booking agent for touring bands.

Hobbies and Outside Interests

- Spending time with my 3 sons
- Traveling when I can.
 - Songwriting for Reggae artists