**[Customer Service Business Development](https://www.postjobfree.com/resume/adzh15/customer-service-business-dallas-tx)**

**Location:**Dallas, TX

**Posted:**September 06, 2023

**Contact Info:**

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**Resume:**

Yancey Quintanilla

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Work Experience

Owner/Founder/CEO

Ticketsbythebay.com - Corpus Christi, TX

June 2006 to Present

Marketing, Advertising, Customer Service expert, ticket sales SME Dealt directly with brokers and customers from all across the country, Mexico, Canada, etc Outside, direct, and corporate sales

Driven over 1.5 million miles so far in outside sales before and during my current streak of the 151 Dallas Cowboys games worked and attended, project managed most of those, driven to in a row. That's 15 years straight! Have Been on literally 1000s of sales calls and done well over 50,000 quotes. Sold 100s of thousands of high quality sold out cherry picked ticket inventory. Met several 100 famous athletes, Singers like Pitbull, George Strait, and Taylor Swift, comedians Like George Lopez, boxers like Oscar de la Hoya, Floyd Mayweather,

And many more during VIP Meet and Greets or during the major event like the 4 Super Bowls in 3 different states I worked in past 10 years.

Education

Bachelor's degree in Health and Life Insurance

Texas Department of Insurance - Corpus Christi, TX March 2008 to December 2008

Bachelor's in Sales

Xerox Document University - Leesburg, VA

February 1997 to February 1997

Bachelor's degree in Communications

UTSA - Edinburg, TX

January 1992 to December 1996

Skills

• B2B sales

• Direct sales

• Retail sales

• Call center management

• Inside sales

• Insurance sales

• Customer service

• Management

• Swift

• Outside Sales

• Sales Management

• Business Development

• Sales

• Communication skills

• CRM software

• Microsoft Excel

• Salesforce

• Account management

• Negotiation

• Marketing

Awards

Corpus Christi Hispanic Ambassador of the Year

November 2005

As an Ambassador for The Corpus Christi Hispanic Chamber of Commerce, we attended mixers, ribbon Cuttings, volunteered for all types of community events. All of our work was volunteered. I won top Ambassador of approximately 75 Ambassadors.

Certifications and Licenses

Frisco Chamber of Commerce Ambassador

March 2021 to Present

As an Ambassador for Frisco Chamber of Commerce, we meet new businesses, attend the Ribbon Cuttings, and promote the business in Frisco and Collin County. I