
Ross Quigley

Draper, UT 84020 | 801-231-1280 | quigley.ross@gmail.com

Summary

Extroverted business professional with 10+ years of experience in marketing sales, team leaderships, management and client retention settings. Energetic and outgoing with strong relationship-building skills. Looking for chance to leverage proven experience in various roles to bring additional value in new opportunities.

Skills

- BI
- Business growth opportunities
- Service coordination
- Budget Management
- Account Management
- Customer relationships
- Managing client relationships
- Customer Service
- Event Management

Experience

ACCOUNT EXECUTIVE | 08/2014 - Current

Max Connect Marketing - Draper, UT

- Cultivated and developed customer relationships to enable sustained revenue growth.
- Negotiated contracts, closed agreements and supported sales team in new product launches.
- Managed account budget forecasting, goal setting and performance reporting.
- Made actionable and insightful recommendations for new products, extensions or enhancements.

OWNER OPERATOR | 03/2013 - 08/2014

Kneaders - Park City, UT

- Made weekly employee schedules, assigned work tasks and regularly checked quality and productivity of team members.
- Administered finances and led business operations by running payroll, making bank deposits and analyzing income and expenses to maintain cost-effective operations.
- Trained workers in food preparation, money handling and cleaning roles to facilitate restaurant operations.
- Hired, trained and motivated staff to fill all restaurant openings.
- Maintained cleanliness and sanitation across foodservice, storage and preparation stations.
- Trained staff, facilitated staff meetings and spearheaded menu development.
- Managed food preparation, guest interaction, quality control, and customer relations.

FAN RELATIONS MANAGER | 03/2009 - 03/2013

Real Salt Lake - Sandy, UT

- Established long-term customer relationships by assisting Season Ticket Holders with friendly and helpful demeanor.
- Managed over 1,000 season ticket accounts, renewals and relationships with account holders.
- Managed stadium box office employees including hiring, staffing, and managing box office money deposits.
- Assisted in overseeing stadium ticketing operations for events ranging from high school sports, to professional soccer matches, to live musical concerts.

- Assisted in the planning and coordination of team events for season ticket holders, i.e. Meet the Team!

Education and Training

University of Utah - Salt Lake City, UT | Bachelor of Science

Sports Management, 08/2009

Salt Lake Community College - Salt Lake City, UT | Associate of Science

General Studies, 05/2007