

# JT Quillan III

## Sales and Style Concierge

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I build genuine enduring relationships that leave clients feeling valued and seen.

I love Duke Ellington and a fine bourbon at night.

### Experience

Solar Energy Advisor / D2D Sales  
Golden Valley Energy/Infinity Energy

October 2018 – Present

- Door-to-Door sales for custom designed residential solar systems
- Foster relationships between governmental/regulatory agencies, solar companies, and consumers
- Project Management

Publications Analyst  
Visa

July 2007 - September 2017

- Improved email deliverability and open-click rates by 5% working directly with client recipients of Visa communications to gather current contact data, whitelist Visa IP addresses, and using bounce messages to resolve delivery errors
- Reduced email bounces nearly 30% in the USA region over a six-month period by creating and implementing a robust communications outreach program
- Produced, recorded, and edited over 100 hours of voice-over narration for Visa Business School online training modules

Publications Specialist  
Visa

November 1999- July 2007

- Managed the entire production process of the annual client/processor Service Quality Awards, from designing, printing, and distribution of the award brochure, to the selection and engraving of award crystals and plaques, and professional photography
- Coordinated the hiring and activities of temporary staff tasked with mailing print publications and reduced production expense by 25%
- Successfully employed evolving corporate brand design standards in all publication and assets by working closely with the Visa Brand

### Awards

- 8-time recipient of the “Go Beyond” award, Visa, 2005-2017
- Silver Star Award winner, Visa, 3<sup>rd</sup> Quarter 2005

### Skills

- Sales Presentations
- Door-to-Door Sales
- Cold Calling
- Customer Service
- Project Management
- Publication Design
- Excel
- MS Office

### Education

- San Francisco State University, Bachelors of Arts (B.A.) Degree, Music/Voice, Expected Graduation Fall 2020
- Project Management Foundations: Small Projects, LinkedIn Learning, 2018
- Sales: Practical Techniques Learning, LinkedIn Learning, 2018