



# WADE GILLIARD

Advance Sales Associate | CLERMONT, 34711, UNITED STATES | (865) 456-8294

## DETAILS

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## LINKS

[Linkedin](#)

## SKILLS

- Marketing and Sales
- Ability to Work Independently
- Highly Organized
- Creativity & Problem Solving
- Leadership
- Conflict Resolution
- Critical Thinking
- Networking

## PROFILE

I am a seasoned business professional with nearly 40 years of sales, marketing and management experience, six of those with Disney. I am never satisfied with the "status quo," I am continually looking to learn and grow. I love finding creative solutions to perplexing problems, and I also enjoy helping others find the answers they need. I relish pioneering new ideas; I'm an "early adopter" of technology, and I utilize numerous organizational tools to "stay ahead of the game." Oh, and I like using "quotes."

## EMPLOYMENT HISTORY

### Advance Sales Associate at Disney Vacation Club, Walt Disney World

February 2014 — Present

My role is to proactively greet guest families in Disney World parks and resorts to introduce them to the Disney Vacation Club, and invite them to our Open House where they can learn more about DVC and invest if they wish. I was 112.2% of goal at the end of fiscal year 2019, 113.3% of goal for fiscal year 2018 and 139.8% of goal for the last six months of fiscal year 2017.

### Sales at Eagle Crest, Jacksonville, FL

June 2012 — February 2014

Sales of wholesale items to AAFES stores (Army and Air Force Exchange) and Military museums. In the first year, I grew an account base of 103k to nearly 270k, that is an increase of over 260%!

### Pastor at Outcast Fellowship, Knoxville, TN

July 2008 — March 2011

Senior Pastor of a new church in Knoxville, TN. Supervised a staff of four.

### Gift manufacturer representative at Self Employed, Knoxville, TN

May 2005 — May 2012

Sold wholesale gifts from numerous manufacturers to over 1,000 accounts in East Tennessee. I consistently opened new accounts and was phenomenal at staying organized. I logged over 300,000 miles up and down East Tennessee taking care of my clients.

## EDUCATION

### B.S. Business Management and Leadership, Bellevue University

November 2020

Bachelor's degree earned through the Aspire program, a benefit to Disney Cast Members. 4.0 GPA and Dean's list every semester.

### Associate's in Social Sciences, Campbell University, Buies Creek, NC

1978 — 1981

I earned an Associate's degree while in the US Army.

## QUOTES

"I don't know if people tell you enough how valuable you are to this team. You always ask the 'why' and understand to support. You do amazing things for the guests and your peers. ...you're a professional TEAM PLAYER. That's special to this leadership team." ASA Coach

"Thank you for always standing up for what is right and good. It is really comforting to know you can lend that voice for people who are afraid to." Fellow ASA

"Thank you for being a great partner this team can count on!" ASA Coach

"Wade goes over and beyond to help his fellow cast members month after month." Fellow ASA