

# Kim Yancy

## SALES SUPPORT

Kim Yancy serves in a sales support role for the GDA team, she works closely with each sales team member to ensure that the day-to-day sales goals of the team are met. Kim supports the team in all aspects of the sales cycle from drafting client proposals, to working with the clients and speakers on firm offers to executing contracts. With overall customer service as her top priority, Kim also performs in-depth speaker searches that are requested by clients and any other requests they may have in order to assist them in finding the best speakers for their events.

Kim brings 15 years of administrative and customer service experience to her role at Gail Davis & Associates. Prior to joining the team, she held assistant and customer relations positions with ProLab, Inc., Securus Technologies and BNSF Railroad.

When Kim is not hard at work in the office, she is taking care of her three boys who are all under the age of 15. She has also decided to continue her education by enrolling as a full time student so you can imagine that Kim's is always busy!