

MIKELLE FLUGSTAD

*Business Development
Executive*

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📍 Seattle, WA

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EDUCATION

Bachelor of Arts
Business Administration
University of Washington

📅 2003 - 2007

SKILLS

- Sales
- Negotiation
- Customer Acquisition
- Digital Marketing
- CRM: Salesforce, Pipedrive
- Marketing Tools: Asana, Google Analytics, Hubspot

WORK EXPERIENCE

Business Development Executive

PitchBook Data

📅 2018 - current 📍 Seattle, WA

- Led regional Business Development **staff of 12 with a portfolio of over \$200MM**
- Developed and deployed a national Business Development model, leading to more than 500% headcount growth in 2020
- Exceeded 2019 regional sales growth targets by 31%
- Increased 2018 sales funnel opportunities by \$30MM

Business Development Executive

Amazon

📅 2014 - 2018 📍 Seattle, WA

- **Increased annual revenue by \$60MM** by marketing an end-to-end logistics and sales management approach
- Developed cross-functional program to promote web services, increasing the number of new clients by 14%
- Designed 26 promotions for storage and application solutions
- Established 10-step process to ensure regulatory compliance (SOX, PCI, HIPAA, etc.) for pre-sales client offerings

Business Development Executive

Ramp Group

📅 2010 - 2014 📍 Bellevue, WA

- Led customer relations processes, including lead follow-ups, and contract proposals, for a team of 10 representatives
- Managed 20+ key accounts, losing 0 clients over a 4 year period
- Grew territory from \$400K gross revenue to over \$2.5MM in 3 years, with total sales at over \$5MM

Business Development Representative

Mason

📅 2007 - 2010 📍 Seattle, WA

- Coordinated yearly media campaigns, crafted media plans, and edited writing proposals along with 6 team members
- Established "bring back" campaigns with sales and marketing teams, increasing customer retention by 12% from 2008 to 2010
- Instituted KPIs and managed data to construct over 26 business development reports for management and investors
- Generated over \$250K in new revenue by prospecting new clients and creating custom media for prospecting