

MIKELLE FLUGSTAD

BUSINESS DEVELOPMENT EXECUTIVE

CONTACT

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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