

# MIKELLE FLUGSTAD

## Business Development Executive

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📍 Seattle, WA

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## WORK EXPERIENCE

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### 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

## EDUCATION

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Bachelor of Arts

Business Administration

[University of Washington](#)

📅 2003 - 2007

## SKILLS

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