

Mikelle Flugstad

Business Development Executive

m.flugstad32@email.com

(123) 456-7890

Seattle, WA

[LinkedIn](#)

[Twitter](#)

WORK EXPERIENCE

PitchBook Data

Business Development Executive

Seattle, WA | 2018 - current

- 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

Amazon

Business Development Executive

Seattle, WA | 2014 - 2018

- 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

Ramp Group

Business Development Executive

Bellevue, WA | 2010 - 2014

- 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

Mason

Business Development Representative

Seattle, WA | 2007 - 2010

- 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

SKILLS

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

EDUCATION

Bachelor of Arts

Business

Administration

University of

Washington

2003 - 2007