



Gary Mitchell

Business Development Manager

Business Development Manager with 6 years closing complex deals into financial services and insurance. Owns a \$2.3M annual quota and consistently lands in the top third of the sales org. Strong on multi-stakeholder navigation and procurement workstreams.

CONTACT INFORMATION



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EDUCATION

B.A. Economics, University of Minnesota, 2017

KEY SKILLS

- Mid-market financial services sales
- MEDDPICC and Command of the Message
- Procurement and security questionnaires
- Salesforce, Clari, Gong
- QBR facilitation
- Renewal and expansion planning
- Field event collaboration
- Multi-threaded account strategy

PROFESSIONAL EXPERIENCE

Business Development Manager | Skellig Risk Systems, Minneapolis, MN
2021 - Present

- Hit 108-124% of a \$2.3M quota three years running, mostly in mid-market regional banks and credit unions.
- Landed a \$390K expansion with a top-25 credit union by mapping the deal to their new fraud program.
- Run quarterly business reviews with 14 accounts and renew at roughly 94% gross retention.
- Partner with marketing on field events in the Twin Cities and Milwaukee corridors.
- Walk procurement through SOC 2, MSAs, and data processing terms without legal hand-holding on standard redlines.

Account Executive | Halverson Cloud Insurance, St. Paul, MN
2018 - 2021

- Grew the upper-Midwest insurance book from 6 to 22 active accounts in under three years.
- Co-developed a vertical pitch deck for P&C carriers that the broader AE team adopted.
- Closed the firm's first six-figure deal in commercial auto telematics.

Sales Development Representative | Halverson Cloud Insurance, St. Paul, MN
2017 - 2018

- Booked 35-45 meetings per month against a 30-meeting target.
- Selected for the company's first SDR-to-AE accelerator program.