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Hiring Manager

Dow Jones

Risk & Compliance, EMEA Sales

London, UK

Application for Sales Specialist: Theo Mihell

Dear Hiring Manager,

I am writing to apply for the Sales Specialist role within Dow Jones Risk & Compliance, advertised on dowjones.jobs (Req ID 52028). Dow Jones helps over 7,000 clients across financial, corporate and governmental sectors meet their AML, counter-terrorist financing and third-party risk screening requirements, and the opportunity to build new business for a market-leading suite of screening, data and due diligence solutions is exactly the move I am looking for. Four years at Bloomberg LP, including a CAMS Specialist role supporting revenue-generating RFPs, have given me a working knowledge of the regulated environment your clients operate in and of how compliance buyers evaluate risk data and technology.

As a CAMS Specialist, I supported over 10 revenue-generating RFPs, including projects valued up to £400k, acting as the key liaison between the sales team and internal product and engineering stakeholders. I gathered and validated technical content so that every proposal met client requirements and was submitted on time. In my current role as Equity Specialist, Analytics, I resolve approximately 100 client queries per week for senior investment professionals, deliver regular in-person and virtual training sessions, and led a full client process revamp that reduced a daily task from 3 to 4 hours down to around 10 minutes, a ~95% efficiency gain. My Quality Control score has consistently been above 96% with a resolve rate above 75%, against a 70% department average.

The role calls for someone who can generate pipeline, influence senior decision-makers, contribute to proposals and educate wider sales teams. My background covers each of these: proposal and RFP support with direct revenue impact, client training that uses influencing skills to drive adoption, public speaking at events including Ascot Racecourse and Excel London, and a demonstrated ability to sustain high activity levels while prioritising across competing demands. I am based in London and fully available for the extensive regional travel the role requires. I am deliberately moving from sales support into a quota-carrying business development role, and I would bring the discipline, domain familiarity and work rate to build a strong pipeline from day one.

Dow Jones Risk & Compliance is a market leader in risk intelligence, and the chance to contribute to its growth across EMEA is compelling. I would welcome the opportunity to discuss how my experience supporting revenue-generating proposals and my knowledge of the compliance landscape could help you exceed your sales targets. Thank you for your consideration.

Yours sincerely,

Theo Mihell