

Theo Mihell

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PROFESSIONAL SUMMARY

Business development professional with 4 years at Bloomberg LP in sales-adjacent and client-facing roles, including a CAMS Specialist role supporting 10+ revenue-generating RFPs valued up to £400k. Combines proposal writing, cross-functional coordination and sustained high-activity client engagement (~100 queries per week at a >75% resolve rate) with deep working knowledge of the regulated financial world that Dow Jones Risk & Compliance serves. Delivers training to senior financial decision-makers and speaks at public events. BSc (Hons) Finance & Investment Management (2:1) from LIBF, completed alongside full-time employment. Based in London and ready for the overseas travel the role requires. Now seeking to convert that revenue support experience into a quota-carrying business development role generating new business for Risk & Compliance solutions.

WORK EXPERIENCE

Equity Specialist, Analytics

2023-09 – present

Bloomberg LP, London, UK

- Resolved ~100 client queries per week for equity clients including senior investment professionals, building a strong understanding of customers' issues and needs
- Delivered regular in-person and virtual training sessions to equity clients, using influencing and presentation skills to drive adoption of Bloomberg solutions
- Led a full client process revamp: reduced a daily task from 3–4 hours to ~10 minutes (~95% efficiency gain), delivering value that supports retention and upselling
- Achieved consistent Quality Control score above 96% and resolve rate above 75% (vs. 70% average), maintaining high activity levels under volume
- Represented Bloomberg at early careers events (Ascot Racecourse, Excel London); invited back to speak at Kirkham Grammar School, building platform experience relevant to industry events
- Served on Bloomberg Apprentice Committee (2024–2025), planning events including a winter social with a £10,000 budget

CAMS Specialist

2022-09 – 2023-09

Bloomberg LP, London, UK

- Supported 10+ revenue-generating RFPs as a CAMS Specialist, including projects valued up to £400k, working directly with the sales team
- Gathered and validated technical content for RFP responses, ensuring proposals met client requirements and deadlines
- Acted as key liaison between sales and internal product and engineering teams, coordinating cross-functional delivery
- Worked within the anti-financial-crime and compliance domain, giving credible familiarity with AML, sanctions and third-party risk buyers

EDUCATION

BSc (Hons) Finance and Investment Management

2023-01 – 2026-10

London Institute of Banking and Finance (LIBF), 2:1

Undergraduate degree in finance and investment management, completed alongside full-time employment at Bloomberg.

A-Levels (Sixth Form)

2020-09 – 2022-06

Kirkham Grammar School

Business Studies, Economics, Computer Science.

GCSEs

2015-09 – 2020-06

Kirkham Grammar School

10 GCSEs (grades 7–5) including Mathematics and English.

SKILLS

RFP & Sales Support	DOMAIN	Client Training & Delivery	SOFT
Stakeholder Collaboration	SOFT	Public Speaking	SOFT
Quality Control	TECHNICAL	Project Coordination	SOFT
Bloomberg Terminal	PLATFORMS	Data Analysis	TECHNICAL
Process Improvement	TECHNICAL	API Compliance	TECHNICAL
Equity Workflow Consulting	DOMAIN	Customer Service	SOFT

ACHIEVEMENTS

Duke of Edinburgh's Award, Gold

The Duke of Edinburgh's Award

Completed the full Gold award programme covering volunteering (50+ hours with Ronald McDonald House, Soup Kitchen London, Children In Need, London Food Bank), physical (football), skills (driving theory and lessons), expedition (Lake District environmental impact), and residential (Lake District hotel conservation and outdoor activities).

95% Client Process Efficiency Gain

Bloomberg LP • 2024

Led a client workflow redesign that reduced daily processing time from 3–4 hours to ~10 minutes.

28th at British National Biathlon Championships

British National Championships

Placed 28th in the country for biathlons at the British National Championships.

Club Cricket & County Cricket

Played cricket at club and county level.

Football Awards

Multiple club awards including Player of the Year, Players' Player of the Year, and Parents' Player of the Year. Played from age 4 and for Poulton Youth Football Club.