

# MIKE NELSON

Producer

**ACTIONS MATTER.®**

Mike Nelson is a dynamic Producer at Graham Company, where he brings a wealth of experience in sales and leadership to deliver exceptional, client-focused solutions. His career is distinguished by a robust history of driving success in various high-impact roles.

Mike's professional journey includes significant contributions at GlaxoSmithKline, Stryker, and Verkada. At GlaxoSmithKline, he played a pivotal role in expanding market presence and enhancing customer satisfaction through strategic sales initiatives. His expertise in managing key accounts and leading sales efforts set a strong foundation for his future endeavors.

At Stryker, Mike advanced to a leadership role where he spearheaded innovative sales strategies and drove revenue growth. His ability to lead teams and foster a client-centric approach was instrumental in surpassing business goals. His tenure at Verkada further demonstrated his sales acumen, where he guided his team to success by implementing effective sales strategies and maintaining a focus on client needs.

Beyond his professional achievements, Mike is dedicated to community service. He actively volunteers with the Colorectal Cancer Alliance, engaging in fundraisers to support colon cancer research and raise awareness. This commitment reflects his broader values of making a positive impact both in his professional and personal life.

At Graham Company, Mike Nelson continues to utilize his extensive experience and leadership skills to ensure client success, while also contributing meaningfully to his community through his volunteer efforts.

## Contact Information

E: [Mike.Nelson@MarshMMA.com](mailto:Mike.Nelson@MarshMMA.com)

 **GRAHAM COMPANY**  
A Marsh & McLennan Agency LLC Company

**OUR  
VALUES**



EMPATHY



DISCIPLINE



INTEGRITY



COURAGE



TENACITY