

# IAN MITCHELL

Vice President

**ACTIONS MATTER.®**

Ian Mitchell serves as Vice President on the National Accounts Team at Graham Company, where he focuses on Business Development with a specialization in managing large accounts in the Construction sector, including the utilization of Wrap Ups or Controlled Insurance Programs. Additionally, Ian works in the Behavioral Health industry, catering to the intellectually and developmentally disabled, as well as overseeing substantial property placements.

Since joining Graham Company in 2016, Ian has been instrumental in driving growth, including expanding Graham's geographical footprint. He is responsible for all sales operations across Washington DC, Maryland, and Virginia, ensuring clients receive the highest level of service and customized insurance solutions. His clients are headquartered throughout the East Coast, with a primary focus on business from Maryland to the Carolinas. His performance earned him the "Producer of the Year" award in 2020. Ian leverages Graham Company's innovative PRIME Process (P<sup>2</sup>RIME®), a proprietary approach to risk management that integrates six key components: Preparation/Prevention, Risk Transfer, Insurance, Mitigation, and Education. This process utilizes next-generation technology and data analytics to identify weaknesses that lead to increased risk and cost, and ultimately reducing insurance spend and enhancing overall protection for clients.

Ian resides in Annapolis, Maryland, with his wife and two young boys. He is a graduate of Dickinson College and brings a unique perspective to his role, having previously worked as a collegiate football coach.

## Contact Information

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