

**Whitney Midkiff**
Senior Vice President

20+ years of banking related experience

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Whitney Midkiff has 20 years of increasing experience in the financial services industry in sales and sales leadership roles. Before joining MZ BIERLY CONSULTING, Whitney was a Regional Sales Manager with Capital One. He and his team consistently received awards for outstanding sales performance. He pioneered sales, account management, and customer relationship management techniques that more than tripled sales results while saving tens-of-thousands in costs annually through process improvements. Whit has published several articles on effective sales techniques and overcoming objections. He is a dynamic and entertaining presenter with a proven ability to develop salespeople.

A graduate of Florida State University, Whit holds a Master of Science degree in Social Science with a concentration in economics and demography. He currently resides in Tampa, Florida.