

Devan Towslee

Sales and Business Development · Consultative Selling to Small Business Owners

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SUMMARY

Consultative seller who closes because I understand the buyer's business: I own a service company and build the software small businesses run on. I prospect, demo, scope and close custom technology projects, sell SaaS to founding customers, and quote and close commercial service work in person. 3,000+ deliveries at a 4.95 rating taught me the same thing every sale does: show up, communicate, and deliver what you promised.

EXPERIENCE

Founder, Sales and Partnerships, Quantum Arbor LLC

Apr 2025 to Present

Minnesota and California, hybrid

- Run outbound and inbound sales for a software and automation company: build prospect lists, write cold outreach, run discovery calls and close custom projects from \$500 to \$85,000.
- Built the Operations Health Scan as the entry offer: a free private audit with a score across eight areas and the top three automation opportunities, so prospects see value before the first call.
- Prepare private preview sites and live demos for each prospect, then turn the conversation into an itemized, selectable proposal priced per location.
- Navigate multi stakeholder deals, such as two partner owned stores run as separate LLCs where each partner signs for their own location.
- Sell three SaaS products to founding customers with \$0 reservations and locked founder pricing, across cleaning companies, auto styling shops and insurance agencies.
- Negotiate partnerships with lead generation and SDR firms and collaborate with other home service marketers.

Owner, Sales and Field Operations, Towslee's Got Pressure LLC

Jan 2025 to Present

Carlton, MN

- Sell, quote and close residential and commercial exterior cleaning for homeowners, storefronts and property managers; rated 5.0 on Google.
- Run on site walkthroughs that turn into branded scope of work proposals, and educate customers in plain English so they buy with confidence.
- Earned a referral from a commercial property manager to his management companies through quality work and communication.

PRODUCTS AND LIVE WORK

Arbor Operations arboroperations.com

Multi tenant field service CRM for exterior and window cleaning companies: quotes, automatic follow up, scheduling, a canvassing map with GPS pins and route time, finance and payroll hours, training courses with an apprentice role, a technician leaderboard, client file vaults and private before and after review pages. Runs my own cleaning company day to day.

AutoStyleIQ autostyleiq.com

AI front desk and shop system for tint, PPF, ceramic and wrap shops: a voice and text agent that reaches every new lead in minutes, qualifies, books and takes a deposit, plus pricing by vehicle size with VIN lookup, a bay board, film tracking, warranty certificates and text to pay. TCPA safe by default.

Quantum Policies quantumpolicies.com

Operating system for independent insurance agencies: a comparative rater, seven specialized AI agents and a unified CRM, shaped by my Minnesota property and casualty prelicensing coursework.

EXPERIENCE

Delivery Driver, independent contractor, DoorDash

Jan 2024 to Present

Duluth, MN

- Completed 3,000+ deliveries with a 4.95 customer rating; used the income to fund my first company.

Delivery Driver, independent contractor , Uber Eats	Feb 2026 to Present
Duluth, MN	
50+ deliveries in slow DoorDash windows; route planning, defensive driving and time management.	
Crew Member , Burger King	Nov 2021 to Jan 2022
Cloquet, MN	
Customer service and register sales in a fast paced team kitchen.	
Farm Worker, part time , Lakeside Family Farm	Dec 2019 to Dec 2021
Cloquet, MN	
Manual labor, heavy lifting and agricultural sales to customers.	

EDUCATION

Coursework toward Associate of Applied Science (AAS), Business and Computer Technology	2024 to 2026
Fond du Lac Tribal and Community College, Cloquet, MN	
Dean's List, Fall 2025. Paused in summer 2026 to build Quantum Arbor full time.	
Coursework: multimedia production, digital storytelling, digital photography, audio post production, film criticism, professional writing, English composition, interpersonal and intercultural communication, psychology, sociology, algebra and Microsoft Office.	
High School Diploma	2024
Cloquet Senior High School, Cloquet, MN	

LICENSES AND CERTIFICATIONS

- Minnesota Insurance Prelicensing Education, Property + Basics, 20 hours (MN course 1013767), A.D. Banker and Company, Dec 2025 - Minnesota Insurance Prelicensing Education, Casualty + Basics, 20 hours (MN course 1013768), A.D. Banker and Company, Dec 2025 - Liability and Damage Prevention, Towslee's Got Pressure training program, Jul 2026, verifiable online - Certified Field Technician, Towslee's Got Pressure training program, Jul 2026 - Dean's List Honors Certificate, Fond du Lac Tribal and Community College, Fall 2025 - Valid driver's license	
<i>Certificates and documentation available on request.</i>	

SKILLS

Sales: Sales, Consultative B2B selling, Cold outreach, Discovery calls and demos, Partnerships, Customer service, Customer experience, Customer satisfaction, Insurance fundamentals (property and casualty), Agricultural sales, Pricing and proposals, Partnerships, Appointment scheduling
Communication: Communication skills, Interpersonal communication, Intercultural communication, Written communication, Professional writing, English composition, Film criticism, Presentation software, English
Marketing and tools: SEO and AEO, Google Business Profile, Digital marketing, Marketing, Landing pages and funnels, Email and SMS marketing, Content strategy and social publishing, CRM design and automation, QuickBooks, Microsoft Office (Word, Excel, PowerPoint, Outlook), AI tools
Additional: Entrepreneurship, Business ownership, Leadership, Strategic planning, Field service operations, Driving and route planning, Heavy lifting, Agriculture