



Joe Middleton

Pinnacle
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Background & Experience

After graduating from the University of North Florida with a degree in Financial Services, Joe Middleton began his career as a producer for Prudential in 2007 before starting with The Pinnacle Group in 2012. As Pinnacle’s senior account executive, Joe acts as an ambassador and relationship manager for advisors seeking to leverage the Pinnacle platform, ensuring that advisors receive support and resources that best fit their goals and business models. In addition, he makes proactive, targeted outreach to the advisors to help them identify and drive new and existing business opportunities. As a testament to his hard work and expertise, Joe has been recognized as one of Pinnacle’s Top 3 Sales Representatives every year for the past 5 years.

Joe currently resides in St. John’s County with his wife and three daughters. When he isn’t working, he enjoys being immersed in nature via hiking, mountain climbing, fishing, skiing, and boating—and he enjoys spicy foods as well.

Certifications & Education

- University of North Florida, Jacksonville, FL - Bachelor’s in Financial Services, 2007