

EXCELLENCE – HIS MEASURE

Dave Miller is a senior executive with a proven track record of profitability management within premiere companies. He is especially talented in restructuring the processes and positioning organizations for growth. Dave's engineering education gives him unique insight into today's technology solutions. His international experience offers necessary strength to companies who want improved results in our global economy. With nearly 40 years experience as a senior level executive, his successes are evident in businesses large and small. Dave has been lead partner on two venture capital projects. His capitalization experience extends to three direct start up projects funded by a major corporation, a venture capital firm and a private investor. **Honeywell, Rockwell** and **General Electric** are among the many companies that have benefitted from Dave's expertise.

RESULTS – HIS LANGUAGE

Dave is a true asset to any organization. His understanding of strategic planning, sales, marketing, and fiscal responsiveness offer many benefits to any company. Having been fully responsible for profit and loss for multi-million dollar divisions, Dave is comfortable with large responsibilities and drives impactful results.

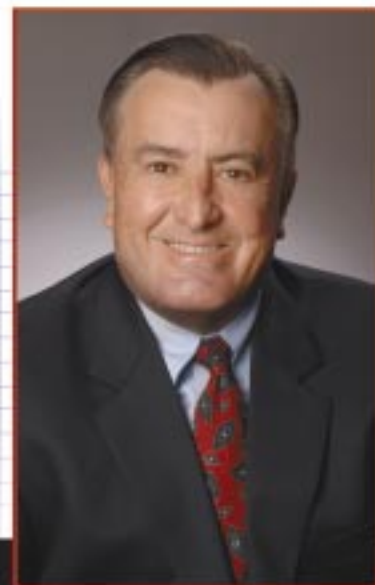
- He developed and implemented plans for international growth of an instrumentation division of a major international company that resulted in more than 25% compounded annual growth rate in international business.
- His market diversification plan and implementation for a major control manufacturer resulted in a share increase in North America from 44% to 49% in a two year period.

STRATEGY – HIS STRENGTH

Dave learned strategic planning from the best. He was strategic planning manager for a large division of General Electric and as a result saw major growth for his division. Dave is strongly results oriented. He is a self-starter and is concerned with the quality and accuracy of his work. His approach is to carefully think through any challenge after reviewing detailed knowledge of all pertinent facts and relevant details. He is strongly technical and a skillful, innovative problem solver. His decisions are sound and his concern is always on improvement. His strategic strength enables him to sort through clutter and determine the best route to growth. He is very flexible to work harmoniously with a management team as well as proficient to work individually to create improvements for organizations of all sizes.

PROVEN EXPERIENCE

- As VP and General Manager of a division of a major international company, Dave led the turnaround of this \$40 million subsidiary by returning to profitability, initiating global growth strategies, and securing ISO 9001 certification.
- As Vice President Dave had P&L responsibility for a Fortune 100 company's \$300 million dollar global strategic business unit where he improved percentage return on sales, reduced overhead and grew sales.
- As North American Sales Director for an international automation company, Dave grew business 30% in the first year.
- As President for a \$75 million dollar small, privately-held company, he improved employee performance, grew revenues 15% at 17% EBIT and opened two facilities in Mexico to gain capacity and improve margins.



DAVE MILLER

BOTTOM LINE RESULTS

HIS ASSET IS HIS EXPERIENCE

Dave's experience as a senior executive is key to his success - and yours. With extensive successful P&L experience, Dave's proven track record of profitably managing businesses at premiere companies can show you opportunities you may have missed. In over 35 years business experience, Dave has successfully lead strategic business transitions for both large and small companies, including General Electric, Rockwell International (Allen Bradley), Invensys, and Honeywell. Dave has also helped to guide startup businesses through growth phases, and taken established businesses and divisions through turnarounds, market repositioning, and stimulating growth strategies. With long-term professional experience in strategic planning, development, restructuring, global marketing, finance management, and sales, his experience can help you plan the next stage of growth for your company.

OFFERING HIS EXPERTISE

Dave can manage and help grow your company profitably. As a Senior Executive for your company, his experience allows him to assist in all levels of capitalization including the use of his credentials to attract funding. His initial roles for your company may include:

- development and implementation of a strategic plan
- creating marketing and sales programs to drive growth,
- building sales distribution strategies that exceed customer expectations.

His flexibility and expertise allow for placement and advisory roles in a variety of areas making him a valuable addition to your team.

ADVISING YOUR TEAM

It's what you don't know that hurts your company's future performance. As an advisor, Dave delivers his counsel clearly and directly, bringing his 40 years of experience to your company. Most importantly, Dave knows the right questions to ask and what threats may be forthcoming. He helps the company leadership make critical decisions. He keeps the team on target with strategies and goal management. Dave is a team player with a vested interest in helping you succeed. From strategic planning to day-to-day operations, marketing and sales, Dave Miller is one of the first people you'll want to sign up for your team.

For a complete background, history, and more recommendations, [Click Here](#) to see Dave's **Linked in** profile.

EXPERIENCE SPEAKS FOR ITSELF

"Dave Miller is the consummate professional. He is an excellent business coach and strategist, who helped me to craft a business plan that led to my first corporate client project. Dave's style of consulting and coaching is collaborative, insightful and engaging....his more than 30 years of executive leadership roles -- in corporate environments as well as in private practice -- provide a wealth of tools, experience and proven results."

"Dave's work with Strategic Transitions is clear, focussed and results oriented...Dave brings years of experience to his clients, and is an innovative thinker for accelerating growth for companies in transition."

"Dave helped us formulate a reasonable and achievable business plan. He directs rather than dictates, listens rather than pretends to know everything about your business. Challenges your ideals to help YOU look at your endeavor from the outside to better analyse the direction you need to head."

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