

## 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.

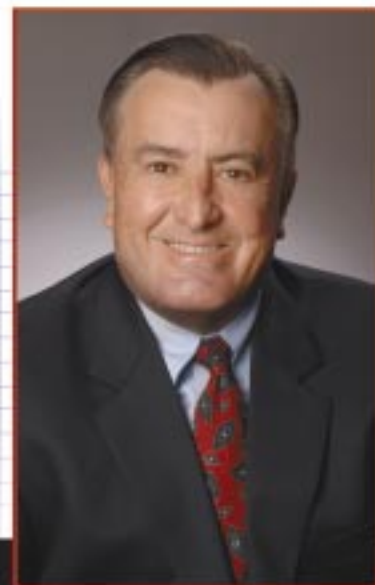
- He developed and implemented plans for international growth of an instrumentation division of a major international company that resulted in more than 25% compounded annual growth rate in international business.
- His market diversification plan and implementation for a major control manufacturer resulted 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

## BACKGROUND EXPERIENCE

President of <b>Strategic Transitions</b>	2003 – Present
North American Sales Director of <b>Yamatate America Inc.</b>	2003 – Present
Founding Member & VP Marketing of <b>MycroSENSOR Technologies LLC</b>	2001 – 2003
Venture Partner of <b>Endeavor Capital Management LLC</b>	2000 – 2001
Business Unit VP & General Manager of <b>Honeywell Inc.</b>	1997 – 1999
President of <b>Midcom Inc.</b>	1996 – 1997
VP & General Manager of <b>Barber-Colman Industrial Instruments Division</b>	1992 – 1996
Business Unit VP of <b>Allen-Bradley Company (Subsidiary of Rockwell)</b>	1984 – 1992
VP Marketing & Sales of <b>Nova Robotics Inc.</b>	1983 – 1984
Manager (Marketing, Sales, and Strategic Planning) of <b>General Electric</b>	1966 – 1983

## PLANNING FOR PERFORMANCE

Strategic Transitions gets involved in your company's development process from creating strategic plans and implementing those plans to drive performance. The company president, Dave Miller, and his associates have the talent and experience to help your organization focus on the key factors of success and achieve desired results. Strategic Transitions was formed to create small business success by providing necessary experience and tools for growth. Most companies don't know how to turn their average producers into effective leaders. We evaluate the strengths of your individuals and help you maximize your team with proven strategies. Our team develops your people to manage the business and drive sales growth. By bridging the gap between potential and performance your organization can more easily expand worldwide or increase its effectiveness in existing markets.

## TOOLS FOR SUCCESS

As companies grow and prosper they naturally reach plateau points where they must transition the business processes and organization to reach the next level. Strategic Transitions' experience combined with Leadership Management, Inc.'s (LMI) proprietary strategic development process is the answer to a successful transition. LMI is known worldwide for their unique and effective Strategic Development Process™. Currently, LMI processes and materials are translated into more than 20 different languages and marketed in more than 60 countries around the globe. Partnering proven experience with LMI's effective tools allows Strategic Transitions to help companies with rapid growth, detailed tracking and successful leadership development. The programs are flexible and can be customized to meet your specific company requirements.

***What unused potential is locked away in your organization?***

Strategic Development Process™ is a registered trademark of Leadership Management Inc.

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