

Dave Miller

www.linkedin.com/in/whoisdavemiller

davidwmiller@me.com

+1 517-281-1530

Alexandria, VA 22314



Hiring Manager,

My name is Dave Miller and I reside in Alexandria, VA (Old Town North).

In my past roles, I had responsibility for planning, directing, and coordinating operational activities for an 86MM dollar company. I worked both individually & collaboratively with all levels of the organization to better understand the needs of various departments, always working in line with our strategic initiatives. My previous employer was the largest manufacturer & distributor of printing and packaging technology, equipment, and consumables in North America. As reflected in my resume, I have consistently been promoted to elevated positions encompassing broader areas of responsibility.

I skillfully utilize and develop KPIs and internal controls to monitor operational trends and devise forward-thinking solutions that contribute to improving both sales and operational performance.

While I do not have employment experience in the non-profit space, I did serve 6 years on the board of the International Sign Association (ISA). During this time I was very active and engaged (served on many committees) with the associations business and strategic plans and was part of the team that helped shepherd ISA through its affiliate chapter realignment. I was also the inaugural chair (and continued to be chairperson for several years) for “Converge”, an industry networking conference where industry thought leaders come together to forecast future trends, find solutions to business challenges, and discuss emerging technologies. In this role I served as champion, advocate and evangelist for ISA’s mission. I was also on the board of the Sign Research Foundation (SRF) as Treasurer and also very actively engaged in this role.

While having spent my career to date in then private sector, I am at a point in my life where I have chosen to be part of something with a purpose. I understand that some may question why I am applying for this position when previously I was VP of Operations. The “why” behind this is due to the fact, as sated above, I want to be part of something with a purpose, have more of a work life balance, value the work that we do together and be valued for how I can contribute to the associations mission and strategy.

Servant & Empathetic leadership is the practice I have chosen to enable Organizational success and personal fulfillment across multi-generational and multi-cultural teams & industries. Diversity, Equity & Inclusion is the foundation I have utilized for developing and nurturing a workplace culture rooted in trust and respect. Two years ago when I was asked to assume the responsibility for HR, I joined SHRM and completed The Inclusive Workplace Culture Specialty Credential, instructed by Trisha Zulic.

I believe a culture on inclusiveness rewards creativity, celebrates successes, and learnings from failures. A culture built in this manner allows everyone to feel empowered, valued, and heard in a way that will enable them to realize their full potential and ultimately contribute to personal and organizational success.

In my latest role, I was a high-achieving Operations & Sales Executive with 17 years of global experience (Qatar, Jordan, Turkey, Spain) pioneering the integration of operational strategies, building mission-critical partnerships, and developing and growing new revenue streams. Key skills and responsibilities have included Sales, Business Leadership, Procurement, Distribution & Warehousing, Information Services(ERP/IT) & Human Resources.

It would be an honor to have the privilege to be part of your team. If given the opportunity for an interview, I am confident that it will become clear that my skills and passion align well with the associations core values of leadership, passion, collaboration, scholarship and service that guide the Water Environment Federation and its members in fulfilling the mission of protecting public health and the environment.

Dave Miller
davidwmiller@me.com
+1 517-281-1530
Alexandria, VA 22314



Key Accomplishments:

Board of Directors - International Sign Association (Non-Profit) - Integral part of the CEO established task force to create "ISA Elite", the associations YP (Young Professionals) program. This not only created a new community of young professionals but also helped create the next generation of leadership.

Anderson & Vreeland - Established **AV Impact** which identified, neutered and mentored the future leaders of the organization.

Anderson & Vreeland, Inc. - Director of Digital Business Solutions - **Increased Digital Technology sales by 43% while increasing GP by 11%.**

Anderson & Vreeland, Inc - Creative Director - Re-branding of Anderson Vreeland, INC – including subsidiaries Nova Polymers and Provident Group – **led to a 37% increase in Sales Qualified Leads** from digital over five years.

Nova Polymers, Inc. (Subsidiary of A&V) - Managing Director - **Increased sales by 189% while increasing GP by 11%** within a niche industry (ADA sign material and equipment). **Lead to achieve ISO 9001:2015 certification.** Company became an **AIA accredited Continuing Education Provider, where I developed content related to accessibility compliance for eh built environment and traveled abroad speaking on this topic to Architects and Designers.**

I have an entrepreneurial spirit, the desire and passion to make a greater impact on a larger stage, and the energy and discipline be part of this dynamic organization.

Board & Industry Positions

- 2020 - Present | Member | Society for Human Resource Management
- 2016 - 2018 | Board of Directors & Treasurer at Sign Research Foundation (SRF)
- 2010 - 2016 | Board of Directors at International Sign Association
- 2009 - Present | Primary ANSI A117 Committee representing the Society for Experiential Graphic Design

References

- **Lori Anderson - CAE, President & CEO - International Sign Association (ISA)**
 - (703) 836-4014 | lori.anderson@signs.org
- **Brandon Hensley, COO - Society of Industrial and Office Realtors**
 - (202) 449-8206 | bhensley@sior.com
- **Gerry Price, CEO - The Look Company**
 - (705) 896- 5010 | gprice@thelookcompany.com
- **Austin LaRoche, CEO - Atak Interactive**
 - (404) 247-0558 | austin@atakinteractive.com
- **Bob Mattatall, President & Owner Mattatall Signs | Past Chairman of ISA Board**
 - (902) 456-1231 | RMattatall@mattatall.com

Regards,

Dave Miller
davidwmiller@me.com
+1 517-281-1530

Dave Miller

Alexandria, VA 22314

davidwmiller@me.com | [LinkedIn](#)

(517) 281-1530

Professional Overview

Dynamic sales, operations and business development executive with 17 years of global experience in corporate settings. Excels at building valuable partnerships and relationships, prudently managing finances, skillfully utilizes KPI's to measure performance. and developing future leaders to power long-term organizational success. Strategic and tactical thinker who develops and implements domestic & global initiatives that advance high-level objectives, deliver customer value, and drive sustainable growth.

Core Competencies

Strategic Planning • Financial Management • Operations Management • Strategic Partnerships • Relationship Management • People Management • Mentoring & Coaching • Messaging • Brand Management • Budget Management • Learning & Education Strategy • Sales • Business Development • Presentations • Policy Development • Growth Initiatives • Operational Streamlining

EXPERIENCE

Anderson & Vreeland, Inc. (Printing and Packaging Industry)
Vice President Operations

2005–2022
Alexandria, VA

During my 17-year tenure within A&V I achieved significant growth in the areas of business that I led, grew to one of the highest levels of leadership attainable and fostered a successful and positive work environment for the departments that reported to me. Responsibilities included Human Resources, IT, ERP, CRM, Procurement, Logistics & Distribution.

- Oversaw all organizational operations, leading a team of 64 (6 direct reports) to carry out strategic plans, programs, and initiatives.
- Improved operational performance in the areas of Procurement backorders (reduced by 12%), reduction of distribution cost by 7% and converted all web applications to cloud based services.
- Managed all operational activities, including allocation of resources, forecasting, and setting budgets.
- Cultivated relationships with industry partners to gain market share.
- Designed strategy for and established *AVImpact*, a mentoring and development plan for future leaders within the organization.
- Supervised, motivated, evaluated, and developed staff, fostering an environment of trust, respect, communication, and accountability.
- Served as key liaison to various trade associations to ensure the advancement of strategic priorities.
- Developed and managed compliance with policies, contracts, and multi-party agreements.

Director of Digital Business Solutions - A&V

Alexandria, VA

Success in this business unit of A&V was achieved by identifying the most effective & advanced technologies in our business portfolio, educating our customers, and seamlessly integrating the solutions.

- P&L Responsibility.
- Increased Digital Technology sales 43% and GP 11% during time in position.

Dave Miller

Alexandria, VA 22314

davidwmiller@me.com | [LinkedIn](#)

(517) 281-1530

Dave Miller, PAGE 2

Creative Director - A&V Companies

Responsible for the corporate brand identity and client engagement for company as well as subsidiaries Nova Polymers and The Provident Group.

- Re-branding of A&V led to a 37% increase in Sales Qualified Leads from digital platforms over five years.
- Grew sales 34% while improving GP by 13%.

Managing Director - Nova Polymers, Inc.

Alexandria, VA

Subsidiary of A&V, Nova Polymers manufactured and distributed ADA compliant signage technology, equipment and consumables to the visual communication (signage) industry.

- Lead to achieve ISO 9001:2015 certification. Direct reports included sales, service, and manufacturing.
- Grew sales 189% while improving GP by 13% over 17 years.

Board & Industry Positions

- 2020 - Present | Member | Society for Human Resource Management
- 2016 - 2018 | Board of Directors | Treasurer at Sign Research Foundation
- 2010 - 2016 | Board of Directors at International Sign Association
- 2009 - Present | Primary ANSI A117 Committee representing the Society for Experiential Graphic Design

References

- **Lori Anderson - CAE, President & CEO - International Sign Association (ISA)**
 - (703) 836-4014 | lori.anderson@signs.org
- **Brandon Hensley, COO - Society of Industrial and Office Realtors**
 - (202) 449-8206 | bhensley@sior.com
- **Gerry Price, CEO - The Look Company**
 - (705) 896- 5010 | gprice@thelookcompany.com
- **Austin LaRoche, CEO - Atak Interactive**
 - (404) 247-0558 | austin@atakinteractive.com
- **Bob Mattatall, President & Owner Mattatall Signs | Past Chairman of ISA Board**
 - (902) 456-1231 | RMattatall@mattatall.com

Summary

Servant & Empathetic leadership is the practice I have chosen to enable Organizational success across multi-generational and multi-cultural teams & industries.

Diversity, Equity & Inclusion is the foundation I have utilized for developing and nurturing a workplace culture rooted in trust and respect. I am a member of SHRM and have completed The Inclusive Workplace Culture Specialty Credential.

