



NICK MILLER

I am a Proven sales leader possessing a technical and business foundation; with a history of a strong level of commitment and performance for my employer and customers. I am passionate about technology and how it can revolutionize a business.



www.NickaMiller.com



NickasMiller@gmail.com



719-849-3342



16665 Fannin Cr.
Peyton, CO 80831

EDUCATION

Masters: Business Administration

Wayne State College, *Wayne, NE*

Bachelors of Science: Management of Information Systems

Bellevue University, *Bellevue, NE*

Associates of Arts: Business

University of Phoenix

RECOGNITION

- Quarterly Summit Club (**Comcast Business**)
- 15er's (**Comcast Business**)
- Mentor (**Comcast Business**)
- NPS Mentor/Lead (**Verizon**)
- R2B Elite (**Verizon**)
- Rock Star (Local/Regional and National finalist) (**Verizon**)
- 21 Day Club (**Verizon**)
- Sales Mentor (**Verizon**)
- Eagle Leader (**Gateway**)
- Events Planning Committee (**Staples**)
- Employee of the Month (**Staples**)

COMMUNITY INVOLVEMENT

- Actively volunteering on board and finance committee positions.
- Former board member for other charities.
- Previous youth pastor and teen mentor.

EMPLOYMENT

2017 - Current | BUSINESS ACCOUNT EXECUTIVE

Comcast Business - *Colorado Springs, CO*

- My daily goal is to align technology with my customer's needs. Creating value surrounding our products and services to add value to their telecom architecture.
- Proven track record of sales. Well over 100% to goal on average through my tenure.
- Mentor to new reps, training both technical and sales skills.
- Desire to learn and grow, obtaining new skills through optional training and upcoming promotion to Senior Business Account Executive.
- Broad range of technical knowledge in telecom, and technology.

2014 - 2017 | DIRECTOR OF DEVELOPMENT

Habitat for Humanity - *Sioux City, IA*

- Responsible for high dollar campaigns and direct asks for large charitable donations.
- Led a team of volunteers to optimize donations and efficiency with the department.
- Personally organized a new system of fundraising to increase our ability to serve.
- Led and organized large outdoor fundraising event "BaconFest". Securing volunteers, donations, sponsorships, and vendors.
- Created and maintained operating budget for our small department.
- Prepared monthly board reports and led the development committee meetings.
- FY 2015 123% income and 87% expenses with 57% YOY growth.
- FY 2016 182% income and 91% expenses with 37% YOY growth.

2013 - 2014 | ENTERPRISE SALES COORDINATOR

Staples Promotional Products - *Orange City, IA*

- Broad skill set including selling, sourcing, buying and post-sale support.
- Negotiated discounts and contracts with customers.
- Helped improved team and site morale by joining events planning committee.
- 2014 - Promoted to help manage accounts such as Coca-Cola, Apple and GM.

2007 - 2012 | RETAIL & SMALL BUSINESS EXPERT

Verizon Wireless - *Sioux City, IA*

- Average of 127% to quota in 5 years' tenure.
- Consistently a store leader, achieving sales quota within 21 days or less many times.
- Retail to Business "elite" in store for many quarters.
- Net promoter score liaison for over two years. Mentoring reps and calling back customers that scored "6" or lower.
- Constantly high in NPS lead the store for three years in a row.

2004 - 2007 | CONSUMER AND SMALL BUSINESS SALES

Gateway - *North Sioux City, SD*

- Average 118% to quota in three years' tenure.
- Helped manage mentoring programs & focus groups for new reps.
- Quality audits score 94% throughout tenure
- Helped lead multiple trainings on technical implementation of early products.

TRAINING RECEIVED

- Miller Heiman
- Predictive Success
- Net Promoter Score
- Brian Tracy
- Franklin Covey
- Customer First Selling