

Nick Miller

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QR Code for LinkedIn



TRAINING

Psychology of Selling
Customer First Selling
Franklin Covey
Net Promoter Score

RECOGNITION

R2B Elite (Verizon)
Rock Star National (Verizon)
21 Day Club (Verizon)
Sales Mentor (Verizon)
Eagle Leader (Gateway)
Employee of the month (Staples)

COMPUTER & SOFTWARE

My MIS degree gives me a broad scope of technical training
Well versed in my order entry, operating systems and web based systems
I am a very fast learner on anything technical

COMMUNITY INVOLVEMENT

Former non-profit board member
Church deacon and finance committee member
Youth and teen mentor

PROFILE

Proven sales leader possessing a technical and business education. With a solid background in sales as well as in coaching and mentoring. I am empowered when I learn new ideas and a high drive to pass those ideas to my peers and customers to increase sales and build value to our brand.

EDUCATION

Masters: Business Administration – Anticipated Graduation 2019

Wayne State College – Wayne, NE

Bachelors: Management of Information Systems – Graduated 2013

Bellevue University – Bellevue, NE

Associates of Arts: Business – Graduated 2010

University of Phoenix – Online

EMPLOYMENT

BUSINESS ACCOUNT EXECUTIVE - Comcast Business

Colorado Springs, CO 2017 – Current

- 2017 – Finished at 127% to goal. Currently at 118% for the year.
- One of the top performers on selling new products.
- Attend higher end meetings with Enterprise customers to learn more about PRI/SIP/BE products as well as Fiber and Hybrid Coax.

DIRECTOR OF DEVELOPMENT - Siouxland Habitat for Humanity

Sioux City, IA ▪ 2014 – 2017

- Prospecting area businesses and selling the mission to further our cause, growing fundraising efforts through creative means and improving revenue from special events and direct asks.
- 1st full year finished 123% and 2nd year finished 162%. This allowed us to help more people and build more homes.

ENTERPRISE SALES COORDINATOR - Staples Promotional

Orange City, IA ▪ 2013 – 2014

- Broad skill set including selling, sourcing, buying and post-sale support. Negotiated discounts with customers, vendors to balance customer's needs, optimal profit margin, and growth.
- 2013 – Managed accounts totaling over \$600,000 annually.
- 2014 – Joined special team to help manage accounts such as Coca-Cola, Apple and GM totaling over 5 million annually.

RETAIL & SMALL BUSINESS EXPERT/SME – Verizon Wireless

Sioux City, IA ▪ 2007 – 2012

- The resident SME of the group. Helped start and facilitate weekly trainings for customers and reps to learn about new products to increase sales for the store.
- Data sales liaison for several quarters, and net promoter score liaison for over 2 years. Helped mentor lower performing reps.
- Lead the store for 3 years for highest averages in NPS.
- Average of 127% to quota in 5 years' tenure.

CONSUMER/SMALL BUSINESS SALES/SME - Gateway

North Sioux City, SD ▪ 2004 – 2007

- Subject matter expert on the floor, helped run trainings.
- Average 118% to quota in 3 years' tenure.
- Recognized for 100% in quality audits for many months

