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# PETER MILLER

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235 EAST POINT VIEW DRIVE Racine,  
WI  
(262)-598-4445  
PETERMILLER53402@GMAIL.COM

March 29, 2018

Dear HR,

I am sending you this resume with the hopes that you see a fit between my skill set and experience and a possible position in sales at ZYCI. Besides being a seasoned business development manager with over 30 years of experience under my belt. I bring a positive and mentoring type attitude with me.

My latest challenge has been to take a high precision contract manufacturing company entering the American market with little market presence and created a successful foundation for expansion. Bringing in multi-million dollar projects to support their expansion in the Americas using marketing, trade shows, personal visits to develop customers and their trust.

Highlights of skills:

- Multi-cultural mentality working with culturally diverse business leaders to create a win win situation.
- Positive and motivational leadership style, candid communicator, collaborative issue resolution, trust builder.
- Technical background, understand complex products quickly, spanning multiple industries and fields.
- One eye on the day to day goals, one eye on the horizon, one eye on improvements.
- Perseverance, motivation and manners.

I am confident that, my skills and experience could be an asset to your company. If you agree, I would like to request a personal interview at your earliest convenience, so we may get to know each other better. I will follow up with a telephone call within a few days. I am available to travel and/or relocate as needed.

Thank you in advance for your time and consideration. I look forward to the challenge you have for me.

Sincerely,

Peter Miller

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## PROFILE:

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### Business Development Leader

- Experienced business leader in-depth knowledge in technical industries, candid communicator.
- Expertise in building and expanding client base, increasing name recognition and market share using a wide array of tools, such as tradeshow, personal meetings and social media.
- Directed culturally diverse teams to exceed revenue and profit goals.
- VOC (Voice of the Customer) customers are the reason we are in business. Treat them like gold.
- Passionate about continuous improvement, change management, and positive leadership.

## EDUCATION:

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**Master in Business Administration**, Business Management, (Iowa State University)

**Minor in German Language**, Iowa State University

**Bachelor of Science**, Industrial Technology, Manufacturing Flow emphasis, Iowa State University

**Industriekaufmann**, (industrial business degree) IHK, Stuttgart Germany

## EXPERIENCE:

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### **Sales Manager Americas**

**2014 - Present**

*PTF German Precision Technology Inc.*

- Responsible for building the PTF brand in the USA, Canada and Mexico
- Creation of a potential customer list using social media, trade fairs, cold calls and other various information sources from scratch. While learning a new industry.
- Servicing our current customer accounts and growing our brand within them. Improving working relationships with our current customers and PTF Headquarters.
- Training PTF Headquarters personnel in the business practices in the United States.
  - ★ **Key Result:** Brought PTF from a startup with no market presence or name recognition to a nationally known name in the high precision contract manufacturing industry. Exceeded sales growth goals and customer growth requirements.

### **Branch Manager**

**2012 - 2013**

*Westfield Industries, Boone, Iowa*

- Led and directed US main branch operations that generated \$1.5M in annual revenue. Established standard operational procedures and implemented process improvement initiatives to ensure superior product delivery and exceed customer expectations. Managed warehouse and mobile service personnel. Designed and implemented coaching and training programs to develop staff to facilitate efficiencies and performance.
- Managed operational budgets as well as inventory of main branch and four satellite stores.
  - ★ **Key Result:** Introduced lean initiatives to reduce waste in procedures and created Kanban system to form a visible inventory. Coached employees on maintaining conformance to procedural standards to reduce product variability

**Medical issue, now resolved and MBA degree**

**2004 - 2012**

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## ***Territory Manager Government Services Administration***

***2003 – 2004***

*Van Wall John Deere, Perry, Iowa*

- Successfully managed a three state sales territory for a major John Deere dealer, increased sales and market share by educating potential customers through cold calls, creative marketing, agricultural shows, and onsite exhibits.
- Created and maintained a complete database of potential customers in the territory by establishing a relationship of trust with government agencies, state offices, and Native American landowners.
- ★ **Key Result:** Surveyed and categorized the sales area by identifying potential customers and then completing a strategic analysis of profit potential that generated positive sales growth in a highly competitive sales territory. (SWOT analysis)

## ***Sales Manager***

***2001 – 2002***

*Industrial Stone Projects, Rowat Cut Stone and Marble, Des Moines, Iowa*

- Developed successful strategy for industrial customers and expanded sales base to include industrial, educational, and governmental customers, increasing revenue and profitability.
- ★ **Key Result:** Initiated, negotiated, and closed a key sale to the City of Des Moines.
- ★ **Key Result:** Increased sales 10% by expanding marketing to potential clients.
- Conducted cost benefit analysis and recommended implementation of new machinery to increase company productivity and reduce costs.
- ★ **Key Result:** Implemented CRM and CAD software to significantly improve efficiency.
- Initiated the additions of a new product line in anticipation of changing client needs.
- ★ **Key Result:** Secured a key nonprofit account, significantly increasing revenue.

## ***Territory Manager***

***1999 – 2001***

*Erickson Machine Tools, Inc., Story City, Iowa*

- Responsible for strategic planning, development, sales, and project management for standard machine tools within state territory.
- Developed sales and marketing strategies and then evaluated and expanded product lines to fit market needs.
- ★ **Key Result:** Created and led a successful marketing campaign resulted in 5% growth.

## ***Export Sales Manager***

***1992 – 1999***

*Lapp Kabel Group, Stuttgart, Germany*

- Managed high profile accounts and mentored teams of sales professionals responsible for all corporate sales accounts in Sweden, Italy, Portugal, and the USA.
- ★ **Key Result:** Within 6 months successfully reversed a significant negative trend in three key accounts, utilizing a series of problem solving techniques, restructuring of IT, and inter-organizational communication paths.
- Established territories, set goals, and conducted training programs.
- Identified and penetrated potential markets by analyzing sales statistics gathered through proprietary software and sales reporting.
- Streamlined current resources by determining the operational potential of a new IT process, resulting in overhead reduction and increased profit margins.
- ★ **Key Result:** Reduced price change processing time 85%, saving \$250,000+ in labor. Increased gross revenue through effective planning and directing of sales and operational activities.
- ★ **Key Result:** Significantly decreased order and delivery time, expedited product to clients using VSM, Kanban and other lean initiatives.

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## ***Logistical & Electrical Installation Manager***

***1984 - 1991***

*Lauser GmbH, Stuttgart, Germany*

- Managed logistical tour planning strategies for 9-14 multi-cultural employees.
  - ★ **Key Result:** Reduced turnaround time from 120 days to 45 days increasing customer satisfaction through efficient tour planning and appointment setting thereby reducing customer frustration due to waiting. Using VSM, and other lean / six sigma methods.
- Directed daily tour load planning for 6 vehicles for southern Germany territory.
  - ★ **Key Result:** Reduced cost per delivery from DM 85.- to DM 71.50 saving approximately DM 150,000.-/year. Using load by route method. Lean
- Created procedures and trained employees, and interns, used problem solving skills to create cohesive and effective team to reduce cost per delivery.
  - ★ **Key Result:** Able to rely on motivated efficient team during the late 1980's US Army drawdown of forces, to extract our products from US Bases in Germany with little fore knowledge (hours), while at the same time expanded our services into newly opened East German market.
  - ★ **Key Result:** Cross trained electrical installation team to assist logistical team to reduce turnaround time and slack time within the electrical installation team, thereby reducing team frustration of not being active.

## ***Electrical Repair / Assistant Manager***

***1984 - 1985***

*Lauser GmbH, Stuttgart, Germany*

- Planned efficient tours for the repair of electrical equipment for three employees, troubleshoot electrical issues, created standard wiring diagram and loomed for efficient repair and replacement of parts. Created standardized procedures for repair of equipment, instructions and repair reports for data collection.
  - ★ **Key Result:** Reduced repair time from 2.25 hours to 1.5 hours, reduced turnaround time from 120 days to 60 days, increased customer satisfaction through efficient timing of repair, appointment setting, and reduced customer frustration.

## ***United States Army 67V OH-58 Helicopter Maintenance***

***1981 - 1984***

*Specialist 4, Stuttgart Germany*

- Trained as soldier. Overhauled; disassembled, inspected, re-assembled mechanical and electrical systems, and flew test flights (with pilot), of the OH-58 helicopter. Attended survival winter school, completed several college courses. Received training and licensing on jeep, 555 Kw generators, 55,000 lbs. aircraft tug, Deuce and a half, semi-truck trailer rig.
- Team member of a quick reaction force for the protection of nuclear device in transport.
- Team lead of recovery of downed helicopters.
  - ★ **Key Result:** Created a team of tightly knit professionals to guide the overhaul, inspections and test flights of customer aircrafts and increased efficiency in the recovery of downed aircraft.

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## TECHNICAL PROFICIENCIES:

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Microsoft Office Suite

SAP

CRM Goldmine

ERP System

Electrical Systems Training

CAD/CAM

Rhetoric Training

Theory of Constraints

Green Belt in Six Sigma Lean  
Principles

Fluid Power Training   Change  
Management

Motivational Training

Total Quality Improvement

Electronic Systems Training

Negotiation Training

Value Stream Mapping

Kanban Training

Kepner Tregoe

Problem Solving

Case Competition MBA Iowa

State University Team

More..

## LANGUAGE PROFICIENCIES:

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English - Native

German - Fluent