

JOE MILLER

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CHIEF EXECUTIVE OFFICER

Accomplished and multidisciplinary business and operations executive with an impeccable track record, strong business acumen and vision, an entrepreneurial mindset, and a reputation built on 20+ years of experience. Commendable history as the visionary and thought leader for advancing the strategic direction of the business through innovation and organizational leadership critical to continuous growth and business scalability in an evolving global market.

Leadership Impact

Command and leadership experience spanning software development, business services, government, health and biotechnology, financial services, education, manufacturing, semiconductor, robotics, IT, e-commerce, and fintech industries.

Award-winning sales leadership experience and a track record of delivering tangible results in highly-competitive industries as a mentor to high-performing teams and the implementation of channel, business, sales, and business development strategies.

High-energy, hands-on executive with widespread acumen, executive-level competencies, and a history of optimizing organizational performance and revenues in operational governance, sales, P&L, and business strategy leadership roles for start-ups, small and midsize businesses, and large enterprises.

Strengths and success in driving business decisions that are immediate, transform how businesses operate, achieve high-impact results, and establish a highly productive tone driving revenue generation and enterprise-wide cohesiveness.

Signature Competencies

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|-------------------------------------|----------------------------------|---|
| ▪ Organizational Vision & Strategy | ▪ Corporate Governance | ▪ Sales Strategy & Revenue Generation |
| ▪ Execution, Results, Leadership | ▪ Budget and P&L Management | ▪ Metrics-driven Performance Management |
| ▪ Business Development & Consulting | ▪ Business Process Development | ▪ Business & Organizational Management |
| ▪ Transformational Change | ▪ Staff Recruiting & Development | ▪ Relationship Management |

PROFESSIONAL EXPERIENCE

Chief Executive Officer and Founder – ABC Consulting, LLC, New York, NY

2009 - Present

Consulting business helping companies accelerate revenue growth leveraging a “sales on demand” model while developing, implementing, and leading business strategies enabling organizations to tackle major inflection points, business challenges, milestones, bottlenecks, or other predicaments.

Founder and chief executive officer of this executive consulting firm. Took the lead in building and bringing to market the business while serving in a variety of advisory and executive leadership roles and as a key executive to organizations in a variety of industries. Select engagements include:

- Conceived, structured, established, and led a new co-division as Managing Director responsible for selling and delivering services. Succeeded in capturing leading brands as clients including Xerox and American Express.
- Advisor to CEO charged with managing, restructuring, and coaching company leaders, department managers and staff.
- Developed sales strategy, structure, and business processes as interim Chief Revenue Officer for multiple technology companies, closing new business with a myriad of clients including Hewlett-Packard and Cisco Systems.
- Business partner and liaison with SAP on the development and execution of market and sales strategy for Business ByDesign (SaaS).
- While developing sales structure and processes, booked \$150K in new business with a pre-revenue startup and built a pipeline of \$1.9M from previously unidentified prospects all within the first 45 days of engagement.
- In eight months, booked 70% of a startup company's year-to-date contracts in its first year, equating to 85%+ of the company's total YTD revenue.

Chief Executive Officer – ABC, New York, NY

2017 - 2018

Stealth technology startup providing web-based and mobile service connecting organizations with needs-specific, custom-tailored, and fully scalable cloud computing services.

Headed daily and strategic operations and provided the vision and roadmap for this technology start-up. Scope of responsibility spanned building a team of brilliant engineers, establishing an organizational culture, and driving product development, positioning, and overall market strategy.

Chief Executive Officer – ABC, Inc., New York, NY

2014 - 2017

Disruptive technology startup and provider of “Mobile Authentication as a Service” (MaaS) solutions that securely mobilize and verify digital ID, biometrics, and other sensitive information. Acquired by Telkom Indonesia/Metranet et. al.

Hired by this spinoff technology startup to lead and drive all aspects of the business. Directed the planning and execution of product development, strategy, marketing and brand management, sales, operations, cash flow, investor and board management, legal, and exit strategies. Grew the company to 31 FTEs and contractors.

- Captured local and federal government opportunities that included the Department of Homeland Security (DHS), Transportation Security Administration (TSA), Customs & Border Protection (CBP), and numerous state and local law enforcement and emergency first response entities.
- One of only 15 (out of 1,900+) companies to win the global financial technology challenge – Citi Mobile Challenge.
- Recipient of the PwC FinTech Partner Award. Awarded two US patents.
- Took technology from concept to market-ready product, closing paid business deals before official product launch.
- Secured buyers for multimillion-dollar exit.

Director of Business Development, North America – ABC, Inc., New York, NY

2012 - 2014

A global, Belgium-based provider of international payment and fraud solutions. Acquired by Ingenico.

Provided the vision and strategy for establishing the US presence for this international company by forging new verticals, signing tier-one clients (including Starbucks), and managing business development functions across North America.

- Secured the largest US client as well as this international company’s largest worldwide digital client.
- Positioned the company for its ultimate sale to Ingenico which at the time ranked as the largest multiple every paid for a payment service provider.

Vice President of Sales – ABC Technologies, Inc., New York, NY

2008

Global provider of outsourced software development and enterprise software solutions including Enterprise Finance Software Suite, Business Intelligence, Mobile Application Development, E-Learning, Visualization and Modeling, and Staff Augmentation.

Led and directed all aspects of sales and revenue generation, strategy development, and execution. Built from the ground up, developed, and led a team of eight high-performing sales professionals, leveraging a metrics-driven performance management process incorporating strict forecasting and pipeline tracking.

- Partnered with marketing leaders on a company rebranding initiative that reflected the company’s revised roadmap,
- showcased innovative value propositions for new offerings and integrated a strategic acquisition of an SAP practice.
- Personally booked \$1.93M in contract value by the second quarter of employment that ranked as the company’s largest deal in five years.

Western Regional Director of Sales / Senior Sales Executive – ABC, Inc., New York, NY

2004 – 2008

National provider of IT outsourcing, consulting, compliance and technology solutions for financial services industry including IT Consulting, Systems Integration, Managed Services, Help Desk, and Compliance Solutions. Acquired by D+H Financial Technologies.

Provided leadership and direction in establishing the company’s sales process and infrastructure, methodologies, and approach. Supervised, mentored, and coached a five-person regional sales team.

- Achieved 171% and 149% of a multimillion-dollar annual sales quota.
- Awarded National Sales Executive of the Year for two consecutive years.

EDUCATION

Executive MBA – College University

Bachelor of Science, Aeronautical Engineering –State University

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