

Joe Miller
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Dear Reader,

I'm currently a Senior Director in a \$1.6B flat topline organization. Throughout my career I've worked in technical fields of food production and packaging, ensuring long-term value to all parties in the exchange. While at Tetra Pak I brought about the first Global top-to-top with Campbell's Soup Company, ultimately leading to the launch of Campbell's Organic Broths. I also brought customers back from lawsuits against the companies with whom I worked and reforged them into multi-million contributions in sales. I am consistently a leader of NET returns to my companies as well as successful in building, leading, motivating, and mentoring teams.

As a leader and mentor, I've recently created infrastructure within a company and focused teams to grow top and bottom lines. I've cultured the methodic targeting and securing of new customers to upscale margins and diversify the business. These skills took my current company from losses of tens of millions of dollars to YOY profits of the same magnitude. My management methods have always been straight-forward and simple: to guide others in their professional learning of a sales process and to remove barriers so that my reportees and the company can be successful.

I am a life-long learner. I am currently taking my company into more environmentally responsible packaging and processing. I'd welcome applying these skills, and more, to growing a secure future for my new employer. Excellent prospect for management of either existing sales or new biz dev.

Brgds,

Joe Miller