

## Dave Miller

### Consultant

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Dave Miller is a consummate executive with nearly four decades of domestic and international Business Development, Marketing and Sales expertise. He has honed his skills in leading strategic initiatives in companies ranging from Rochester Gas and Electric, Schlumberger to Duke Energy.

As the General Manager of Sales for Duke Power, Dave led the re-engineering effort of the sales and account management organization, including the restructuring and implementation of a new sales organization across Duke's industrial, commercial and residential markets. Additionally, Dave procured and implemented an enterprise-wide Customer Relationship Management system. He also served on the corporate team that crafted the recommend course of action on Electric Utility restructuring for the State of South Carolina.

At Schlumberger, Dave rose through the ranks in various marketing and sales positions to Director of Marketing for the Middle East and Africa. He was then appointed Director of Sales and Marketing for Canada, followed by Regional Sales Manager for the US, and finally Vice President of Schlumberger Systems and Services.

With MBD<sup>i</sup>, Dave serves as the Senior Consultant/Trainer in Business Development planning, personnel and process projects for the Energy, Engineering and Government Services industries. He works in MBD<sup>i</sup>'s Virginia office.

Dave earned a B.S. degree in Electrical Engineering from Union College, Schenectady, New York. His professional affiliations include IEEE, Charlotte Sales and Marketing Executives, and the Sales Executive Council, Washington, DC.

