

PHILIP J. MILLER

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I am a proven leader with a track record of success in multiple industries and management contexts. Businesses and organizations I have led have been consistently successful and shown measurable performance improvement. I have repeatedly led strategy formulation and execution through to results for diverse businesses. Subordinates, students, client executives, superiors and team members regard me as an effective, insightful and results-oriented leader who is focused on collaboration, professional development, mentoring and teaching.

KEY RESPONSIBILITIES/SKILLS

- Business education (undergraduate, MBA and executive)
- Mentoring/coaching/professional development
- Managing large & small teams
- Strategic planning (Corporate and BU level)
- Process development and operations strategy
- Marketing strategy
- Diverse work environments (Fortune 10 to start-ups)
- Cross-unit/organizational collaboration
- Corporate venturing
- Global P&L management with extensive travel

PROFESSIONAL EXPERIENCE

CARLSON SCHOOL OF MANAGEMENT, UNIVERSITY OF MINNESOTA Minneapolis, Minnesota
Professional Director, Carlson Consulting Enterprise September 2002 – December 2003; January 2008 – Pres

Lead innovative experiential learning program by delivering professional quality consulting services using Carlson School of Management (CSOM) MBA and undergraduate students.

- Develop and deliver management, consulting and strategic thinking curriculum that differentiates CCE students in recruiting process.
- Mentor & coach MBA and undergraduate students by providing clear and honest feedback while maintaining strong personal relationships.
- Co-developed and manage self-sustaining student delivered consulting business with ~\$350K in annual revenue.
- Manage 5-12 concurrent consulting projects. Sample projects and results include:
 - Develop assessment of MSP's regional job creation performance for Itasca project, leading to formation of Greater MSP (a well funded and supported regional economic development agency).
 - Identified > 50% reduction in rebate leakage for Fortune 500 distribution client.
 - Realized > 15% reduction in hard dollar savings in a 6 month Six Sigma project for manufacturing client.
 - > \$1 million in growth from improved customer targeting and route planning.

Additional CSOM Activities

- Search committees (MBA Admissions Director, GBCC Director, Development Officer and others).
- Currently serve on MBA Faculty Curriculum Committee.
- Regularly support Institutional Advancement through individual alumni or corporate meetings, as well as speaking at alumni events.
- Regular speaker and coach for MBA and UG case teams, career seminars, panel discussions etc.
- Brand Champion – consistently meet with potential clients, recruiters and students to advance CSOM's brand and usefulness to the community.
- Speak at national forums like MBA Roundtable and GMAC to build school reputation.

Additional Teaching

- *Introduction to Contemporary Management* (MGMT 1001) – Teach introductory survey class to >100 Carlson School Freshmen annually covering teamwork, organizations, management, strategy, ethics and international business.
- *Critical Thinking & Communication* (Exec Ed)– Developed and regularly lead highly rated executive education seminar targeted at assisting executives in improving their analytical skills. Led highly rated custom programs with General Mills, Thomson Reuters & Anderson Windows.
- *China Seminar* (IBUS 5701) – Led successful Lenovo “live case” MBA international program in conjunction with Lingnan University in Guangzhou, China.
- *Teaching Honors* - Honored as Undergraduate Faculty of the Year in 2010 and finalist in 2009.

3M COMPANY
Business Manager, 3M Car Care – Automotive Aftermarket Division

St. Paul, Minnesota
September 2005 – January 2008

Developed and deployed growth strategy for extending division's core business into new opportunities in the consumer car care space globally, including both retail and service businesses.

- Responsible for global business representing >\$100MM in sales growing at >20%.
- Develop business model and strategic plan for early stage corporate venture. Garnered >\$2MM in corporate funding to launch and deploy what is now a new "core" business for division.
- Navigated complex organization to deploy business models across multiple subsidiaries.
- Lived in China in 2006 working w/ local team to define and deploy new business strategy.
- Manage team of >10 in US to deploy new channel strategy to drive increased market coverage and improved growth in car dealerships.

Business Development Manager, Strategic Business Development (SBD)

December 2003 – August 2005

Lead corporate strategy and leadership development group. Hired to shore up internal processes, improve customer focus and strengthen staff development.

- Co-manage group of 20-30 analysts. Key personnel responsibilities include: project and developmental coaching, career development, recruiting and professional development.
- Developed and ran project management process from sourcing-hopping to close out for 100-150 clients/yr.
- Refocused recruiting strategy around clearer core message and more promising target schools by setting clearer priorities and better leveraging staff.
- Improved group's usage and relevance through effective communication and collaboration with line business units.
- Significantly improved diversity hiring and retention through creative partnering with Consortium.
- Key projects included:
 - Strategy/Business Development: Corporate strategic planning, corporate growth platforms, 3M and Transportation Business New Growth Platform development, international growth planning, corporate venturing.
 - Marketing: Sales & Marketing Unifying framework development and deployment, Growth Super Y support, eTech Service Steering Committee, CM&S Transportation Business liaison, and divisional projects.

CAPGEMINI (FORMERLY ERNST & YOUNG LLP)
Manager/Senior Consultant/Consultant

Minneapolis, Minnesota
August 1997 – August 2002

Rose from consultant to manager while working on complex operations and technology implementations in diverse client settings. Achieved top 10% rating in forced ranking system every year at firm.

- Key start-up resource for pioneering application development center for a Fortune 10 client while delivering projects.
 - Co-developed center methods and practices to support launch. This included training, project execution and center processes for >100 staff in two locations.
 - Co-led complex global intranet redesign from visioning through implementation on client's >1.5 million intranet pages. Resulting standards and guidelines led client to national award for "Top 10 corporate intranet".
 - Implemented redesign of consumer credit card site resulting in 5x increase in customer utilization.
- Directed web portal business strategy and requirements definition for global automotive industry vertical exchange.
- Led training and communication to >1000 end users on Oracle Financials software suite at global hospitality client.
- Directed development and implementation of Balanced Scorecard for Minnesota-based \$1.5 billion manufacturer.

EDUCATION

CARLSON SCHOOL OF MANAGEMENT, UNIVERSITY OF MINNESOTA
MBA, Marketing/Operations/Strategic Management, 1997

Minneapolis, Minnesota

UNIVERSITY OF OKLAHOMA
M.A., History, 1995

Norman, Oklahoma

RICE UNIVERSITY
B.A., History, 1991

Houston, Texas

- ACTIVITIES & HONORS**
- Linden Hills Congregational Church (UCC): Endowment Board Chair / Asst. Moderator / Moderator
 - Youth soccer & football coach
 - Completed multiple marathons