

Jeff Miller

Strategic Account Manager at Graybar

Summary

A highly accomplished and enterprising top sales executive with a proven track record of achievement in business development, brand management, distribution channel development, key account management, and strategic planning.

Specialties

Executive Leadership, Business Development, Sales, Sales Management, National Account Management

Experience

Strategic Account Manager at Graybar

October 2008 - Present (6 years 10 months)

Responsible for developing relationships and writing contracts with large end user clients by presenting how Graybar's value portfolio can drive higher profitability through optimizing their supply chain.

1 recommendation available upon request

VP Contractor Development at Panduit Corporation

March 2005 - August 2008 (3 years 6 months)

Lead Contractor Business in Electrical and Data Communications Business - Develop strategies and manage execution of business plans

4 recommendations available upon request

National Sales Manager, Graybar at Schneider Electric

January 1999 - March 2005 (6 years 3 months)

Lead the relationship and business development of Schneider Electric and Graybar by directing sales, sales management, and marketing initiatives through a group of District Level Graybar Account Managers

3 recommendations available upon request

National Account Manager - Home Depot at Schneider Electric

January 1994 - January 1999 (5 years 1 month)

Lead account and sales management initiative for Schneider's largest retail channel partner by developing and executing a comprehensive retail sales strategy

Skills & Expertise

Sales Management

National Account Management

Key Account Management

Strategic Planning

Electrical

Account Management

Business Development

Management

Selling

Strategic Partnerships

Electricians

Strategy

Leadership

Sales

Marketing Strategy

Sales Operations

Pricing

Product Marketing

New Business Development

Team Building

International Sales

Manufacturing

Coaching

Product Development

Direct Sales

Solution Selling

Education

Regis University

MBA, General Business, 1988 - 1991

University of Missouri-Columbia

BSIE, Industrial Engineering, 1975 - 1979

Activities and Societies: Delta Upsilon Fraternity, Little Sister Chairman

Interests

Golf, Tennis, Business Improvement Books, Running, Biking

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8 people have recommended Jeff

"Jeff is a consummate professional. He is articulate, thorough and demonstrates integrity when working with people. Jeff is a great listener and understands the dedication and experience that is required to develop long-term beneficial and profitable relationships with his clients."

— **John D.**, *Business Development Manager, Schneider Electric & Citect*, was with another company when working with Jeff at Graybar

"I worked with Jeff for several years, and he was instrumental in driving significant product line growth for us in the contractor market that he headed up. Jeff has the rare ability to not only develop a sound strategy, but to also communicate it and then work effectively with all levels of the organization to implement it. He is a tremendous communicator and motivator, and could always be counted on to get things done. I consider myself fortunate to have worked with Jeff, and strongly recommend him to anyone looking for a high energy team member who delivers top line results."

— **Shawn W.**, *Product Line Manager, Panduit Corp.*, worked with Jeff at Panduit Corporation

"Jeff was a great manager who is able reach each of his colleagues and direct reports in a personable manner. He is very good at selling value on product to his people, and on selling value of his people to his customers. I look forward to working with Jeff in the future."

— **Joshua A.**, *Contractor Sales Specialist, Panduit Corporation*, reported to Jeff at Panduit Corporation

"Jeff Miller always works towards ensuring business needs are met. He collaborates with others in his work community to ensure a consistency of messaging and outcomes. Jeff is very work focused and working with him is a very pleasant experience since Jeff brings a wide range of knowledge and a collaborative spirit to any enterprise."

— **Toni-Ann M.**, *Global Project Manager Learning and Development, Privately Held Manufacturing Company*, worked with Jeff at Panduit Corporation

"Jeff completely exemplifies the words Team Player. Not only is he an ace at key business development with the contractor and distributor marketplace but Jeff also keeps close in mind the overall strategic impact of the other efforts in the group. Because of his insights and tenacious efforts, Jeff's leadership drove sales results in

the consistent double-digits! When I was a new employee at Panduit, Jeff always made himself available to me for any questions or coaching so that I could accelerate through the learning curve. I attribute some of my early successes to this spirit of camaraderie. Any organization could truly benefit by this type of character and leadership."

— **Mary M.**, *Director, Global Strategic Account Sales, Panduit Corp*, worked directly with Jeff at Panduit Corporation

"Jeff was an excellent manager and business leader. He challenged us to take risks, use our strengths, and use the team's resources to enhance our own abilities. Under Jeff's leadership, the relationship between our company and the company we worked with grew dramatically in sales, training, and relationships both at the street level and corporate level. The entire team felt it an honor to work with and for Jeff, and while we all wanted to see Jeff reach higher goals, we were truly sad when he left us. Jeff's ethics, morals, and leadership are truly unique in today's business world, and any company would benefit from an association with him."

— **Bill B.**, *Senior Executive Sales Engineer / Regional Graybar Account Manager, Schneider Electric*, reported to Jeff at Schneider Electric

"Jeff is a true "performance leader" who is willing to take risks and stretch goals. He understands that the true value of a manager is his ability to prepare today's business for the future. Jeff's tools are innovation and his medium is the dynamic relationships he builds for himself and for the organization he represents."

— **Tim P.**, *Director, Industrial Channel, Schneider Electric*, worked directly with Jeff at Schneider Electric

"I happened to interact with Jeff during my efforts to carve out an effective channel strategy for automation & control business at Schneider Electric, USA. Jeff has a deep insight of the electrical industry, its channel dynamics, and above all a great combination of professionalism & human touch. His commitment to take care of his customers and accomplish his business goals is evident. Jeff will excel in any business leadership role of national and international scope."

— **Ajay K.**, *Manager - Strategy & Development, Schneider Electric, USA*, worked with Jeff at Schneider Electric

[Contact Jeff on LinkedIn](#)