

ANDREW MILLER

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SUMMARY

- Ambitious sales and business development director who creates strategic alliances with organization leaders to effectively balance customer needs with meet key business initiatives.
 - Builds and retains high performance teams by hiring, developing and motivating skilled professional people.
 - Outstanding presentation, communication and cross-cultural team management skills.
 - High-energy, results-oriented leader focused on building loyalty and long term customer relationships.
 - Award-winning Sales Executive with 20 plus year career in Global Transportation and International Sales.
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SKILLS

- MBA
 - Global Sales & Marketing
 - Team Leadership
 - Problem Solving
 - National Account Management
 - Customer Relationship Selling
 - Proven Sales Track Record
 - Negotiation & Closing Skills
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EXPERIENCE

APL LIMITED

Seattle, WA

Head of Commercial, North America Refrigerated Sales

02/2015 to 08/2017

- Led national sales team for Refrigerated Sales in the U.S.
- Oversaw 10 direct reports managing an annual sales revenue budget of \$350 Million.
- Managed key customers through the west coast labor disruptions.
- Met key customers and acquired new customers at major industry events in the U.S. and Asia.
- Developed a new Sales Support team in the Western Region to better support the sales team and customers.

APL LIMITED

Seattle, WA

District Sales Manager, Refrigerated Sales

11/2012 to 01/2015

- Attained number 1 market share from number 3 in the Trans Pacific for refrigerated cargo imports and exports.
- Led the sales team in selling specialty services including Cold Treatment, Controlled Atmosphere and other refrigerated technology.
- Achieved significant sustainable growth in the Alaska seafood market exceeding budget and sales goals.
- Exceeded the sales plan by increasing the business with new customers and new trade lanes with existing customers.

APL LIMITED

Seattle, WA

Senior Account Manager

05/2006 to 10/2012

- Received the Annual Sales Director of the Year Award & the Best Territory Volume Improvement Award.
- Surpassed all sales goals and budgets annually Year over Year.
- Increase territory from \$30 Million per year to \$70 Million per year.

APL LIMITED

Seattle, WA

Account Manager

11/2003 to 04/2006

- Annually exceeded revenue and volume goals for global refrigerated containerized cargo.
- Managed PNW territory for global sales for imports and exports in Trans Pacific, Trans Atlantic and Latin America.

APL LIMITED

Seattle, WA

Senior Sales Representative

08/2001 to 10/2003

- Annually exceeded revenue and volume goals for global dry commodity containerized cargo.
- Managed PNW territory and was promoted to Account Manager.

RTSE
Seattle, WA

- Senior Account Manager** 06/2000 to 07/2001
- Promoted from Account Manager to Senior Account Manager within six months.
 - Developed new business with customized solutions and consultative selling for Content Management Systems for businesses in the U.S.
 - Significantly exceeded all sales revenue goals.

SEA-LAND SERVICE
Seattle, WA

- Marketing Analyst** 01/1998 to 05/2000
- Provided in depth market analysis to the sales team for the Alaska market including domestic and export markets to increase sales.

SEA-LAND SERVICE
Tacoma, WA

- Marine Superintendent** 01/1997 to 12/1998
- Supervised longshoreman for vessel container stowage at the container terminal.
 - Designed and completed the second of two vessel modifications for the D7 vessels to increase 45 foot an refrigerated cargo container capacity.

SEA-LAND SERVICE
Charlotte, NC

- Vessel Planning Manager** 06/1995 to 12/1996
- Based in the corporate office control center, provided vessel planning, stowage and scheduling for the Trans Pacific and Alaska.
 - Designed and completed two vessel modifications for the D7 vessels to increase 45 foot and refrigerated cargo container capacity.

MILITARY SEALIFT COMMAND
Oakland, CA

- Third Mate** 06/1994 to 05/1995
- Sailed on board the vessels for the Military Sealift Command in Asia and Europe.

AEON CORPORATION
Tokyo, Japan

- English Teacher** 09/1993 to 05/1994
- Taught English to business people and scientists.
 - Studied Japanese.

EDUCATION AND TRAINING

MBA: INTERNATIONAL BUSINESS & MARKETING 2000
Seattle University, Seattle, WA, USA

BACHELOR OF SCIENCE: MARINE TRANSPORTATION 1993
U.S. Merchant Marine Academy, Kings Point, NY, USA

ACTIVITIES AND HONORS

- Member of the Transportation Club of Seattle
- Volunteer coach and team manager for youth soccer for over 15 years
- LCDR of US Naval Reserve for 8 years; honorable discharge
- Third Mate, Unlimited Tonnage Coast Guard License
- FAA Private Pilot's License
- U.S. Merchant Marine Academy Alumni Association
- Seattle University Alumni Association