

Dian M. Miller

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SYNOPSIS

Results-oriented executive level manager with excellent business, sales and technical aptitude. Strong team leader with ability to motivate and retain employees and increase profitability.

EXPERIENCE

06/08 – present

Wheales Multi Media Group
Product Manager

Marketing a wide range of business to business services including IT/ISP Computer Repair, POS systems, ATM's and Marketing products in the New Cumberland and surrounding area.

3/06 - 06/08

Elevation Business Cards

Started an independent dealership, prospected and obtained 65 accounts as a print broker marketing full color specialty business cards.

4/88-12/06

Owner/Manager/VP – Techlab Photo Imaging Inc, Baltimore, MD,

Launched highly successful retail photo and digital imaging company targeting high-end corporate users, professional photographers and general consumers

Developed and implemented yearly operating plans and budgets for all departments, including business development, marketing, human resources, accounting/payroll and purchasing

Trained, managed and developed over 20 employees including lab technicians and customer service staff
Managed all aspects of inventory control

Developed exceptional customer relations staff, resulting high customer retention and referral business

Skills: proficiency with C41 film processing, RA4 and E6 processing, LAN management, Digital equipment, Noritsu and Agfa trouble-shooting and equipment maintenance

Proficient in Microsoft office, Adobe Photoshop, graphic arts, printing

9/81-3/88

District Manager – Ritz Camera Centers, Baltimore, MD

Managed nine retail locations

Responsible for overseeing five million in sales per district

Developed and lead human resources initiatives, including creation of training and motivational programs

Recipient of the District Manager of the Year Award for greatest increase in sales over a one-year period

CERTIFICATIONS & PROFESSIONAL AFFILIATIONS

CPC – Certified Photographic Counselor
Photo Marketing Association

EDUCATION

A.A. Applied Arts and Design, Photography

REFERENCES Available upon request

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