

## Contact

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(Company)

## Top Skills

Mergers

Leadership

Business Development

# Paul Miller

President

Washington DC-Baltimore Area

## Summary

A senior executive, with both entrepreneurial and large organization successes. A leader with extensive operational and business development experience in wide range of industries, including: aerospace, telecom, consumer products and media. A hands-on general manager, able to drive organic growth, performance and shareholder value, with extensive expertise in mergers and acquisitions.

Specialties: Leadership, Problem Solving, Quantitative Analysis, Mergers, Acquisitions & Divestitures

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## Experience

Adams Arms

Chairman

March 2017 - Present (5 years 3 months)

Odessa, Florida

Premier provider gas-piston operated AR-15 style firearms

TechExec, Inc.

President

May 2014 - Present (8 years 1 month)

Management Consulting Services: Strategic Planning, Interim Executive, Business Plans, M&A Support

YP

2 years 1 month

Sr. Advisor

January 2014 - May 2014 (5 months)

Chief Operating Officer

May 2012 - January 2014 (1 year 9 months)

Tucker, GA

Responsible for the people, processes and platforms to carry out Print Operations, Digital Operations, Real Estate, Procurement and Business Process Engineering functions for the leader in local search, media and advertising.

TechExec, Inc.

President

November 2002 - May 2012 (9 years 7 months)

Management Consulting firm providing interim executive leadership as well as critical strategic business planning support and business evaluations.

- Interim CEO, Alpha Media Group
- Capture Manager, BringCom
- M&A executive, SkyOnline
- Strategic Business Planning, Due Diligence

Alpha Media Group, Inc.

CEO

October 2009 - April 2010 (7 months)

Led Alpha Media Group (Maxim Magazine) post-restructuring. Developed Digital Strategy, stabilized operations, improved sales efficiency and reduced production costs.

Freedom Group

Chairman

2006 - 2009 (3 years)

World's largest commercial firearms and ammunition company (Revenues > \$850MM and EBITDA > \$100MM). Grew financial performance through both organic (improved sales function & implementing lean manufacturing) and non-organic (acquired four companies over 18 months) means.

Velocita Wireless

COO

November 2004 - December 2005 (1 year 2 months)

Nationwide digital wireless network service provider. The company was a carve-out from Cingular Wireless and was later sold to Sprint/Nextel. Managed all operations of \$150MM Revenue and \$15MM in EBITDA business.

SkyOnline

COO

September 1999 - September 2002 (3 years 1 month)

SkyOnline provides satellite, wireless and terrestrial communications in Latin America

## LMGT

### VP

March 1998 - September 1999 (1 year 7 months)

VP, Operations and COO of Lockheed Martin Intersputnik (a joint venture company) providing satellite communications services

## Lockheed Missiles and Space

### INTELSAT VIII, Director

1996 - 1998 (2 years)

Responsible for all aspects of a \$500MM, 6 satellite, commercial program. Managed the program through the closure of the East Windsor, NJ facility, launching the last 4 satellites in less than one year.

## GE/ Martin Marietta Astro Space

### TIROS, Program Director

1992 - 1995 (3 years)

Responsible for all aspects of \$350MM, 5 satellite program for NASA & NOAA. Managed both Cost-Plus and Fixed-Price contracts.

## GE Astro Space

### Systems Engineering Mgr/Deputy Program Manager

1988 - 1991 (3 years)

A series of leadership roles on the EOS-AM1 (Terra) program for NASA

## RCA

### Principle Member of the Technical Staff

1982 - 1988 (6 years)

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## Education

### Penn State University

Bachelor of Science (BS), Electrical Engineering · (1976 - 1980)