



PETER MILLER

Peter Miller is a creative career management consultant who has built his career on a foundation of business experience in marketing, communications, and entrepreneurship. He brings to his work a trained marketer's perspective that enhances the effectiveness of clients' campaigns.

Peter works comfortably across industries, job functions, and levels. He also enjoys and is very much "at home" working with clients who are exploring self-employment options.

His practical and personalized approach to coaching career transition clients emphasizes ongoing "reality testing" of objectives and ensuring that time devoted to the search is spent wisely.

Expertise:

- Assessment & Goal-Setting
- Interview Strategies & Preparation
- Targeted Communication Approaches
- Negotiation of Compensation Packages
- Efficient Use of Search Technology
- Independent Consulting: Business Creation, Marketing & Development

Experience:

- Created and built a top-quality service delivery function in a startup office of a global career management firm. In third year of operations, earned President's Award for Exceptional Service Quality By An Office; in second year, achieved top-ten ranking in overall client satisfaction.
- Designer and facilitator of content-rich, original workshops, including "The Practical Job Search: Maximizing the Return on the Investment of Your Time," "Powerful Direct Approaches to Meeting Hiring Managers," and "Stress-Free Interviewing."
- Served as content expert in salary negotiation for a complete revision of a leading outplacement firm's manual for clients.
- Selected as senior consultant with a high-performance "virtual" outplacement team; devoted 20% of time to delivering effective one-on-one support to geographically remote clients while performing as Director of Professional Services in local office.

Education:

M.B.A., New York University, New York, New York

B.S., Communications, Boston University, Boston, Massachusetts

Myers-Briggs Type Indicator Qualification, Type Resources, Inc.

Personal Directions Assessment Certification, Management Research Group

Train-the-Trainer Certification, American Society for Training and Development

