

EDWIN DUNN MILLER, M.A., ChFC, CLU, CBC, CMBC

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CAREER PROFILE

Vice President level executive with 20+ combined years of business strategy, organizational leadership, market development, and sales activities within the Bank, Wirehouse, Regional, and Independent Channel. Collaborative leader with exceptional ability to recruit, coach, and mentor diverse teams to deliver compelling results. Proven track record of increasing sales, growing brands, and developing people. Driver of aggressive financial sales initiatives with a focus on providing the highest standards of customer relationship and partnership excellence. Recognized by senior leadership and colleagues as a natural trainer and coach that takes pride in maximizing team potential.

Core Competencies

VP Level Sales & Distribution
Strategic Direction
Role Model Traits

Professional Coaching & Mentoring
Network Cultivation
Consultative Sales Process

Financial Products
Professional Development
Strength-Based Management Philosophy

PROFESSIONAL EXPERIENCE

NATIONWIDE FINANCIAL SERVICES | Columbus, OH

Divisional Vice President

2001 - Present

Recruit, Train, mentor, and develop a sales team of 10-15 external wholesalers producing \$1 billion in annuity, pension, and life sales. Develop and monitor relationships among regional and national management at Bank, Wirehouse, Regional, and Independent firms. Ensure compliance by adhering to all applicable federal, state, and local laws and regulations and company policies and procedures.

- Exceeded \$1 billion in sales in variable and immediate annuities, setting division record in FI Channel covering Bank and Wirehouse/Regional Firm (2011)
- Generated \$3.2 billion in sales within the Wirehouse and Regional Channel (2002 - 2006)
- Increased Annuity Sales 22% and Life Sales 120% through the development and implementation of a unified sales process (2007)
- Ranked #1 division in sales for variable annuities, pensions, life insurance, mutual funds, and alternative investments in FI Channel covering Bank and Wirehouse/Regional Firms (2009)
- Ranked #1 division for percent to goal in the Bank, Wirehouse, and Regional channel (2017, 2019)
- Ranked #2 division for percent to goal in the Bank, Wirehouse, Regional, and Independent channel (2020)
- Appointed to the Nationwide Financial Diversity & Inclusion Business Unit Council
- Recipient of the LEAP (Leadership, Empathy, Accountability, Performance) Award
- Selected to attend the Inaugural Corporate Athlete Executive Course
- Served as a hiring manager for the 2019 and 2020 Nationwide Sales Associate of the Year
- Achieved President's Council (2006, 2007, 2009, 2010, 2011, 2013, 2014, 2017, 2019)

Regional Marketing Director (External Wholesaler)

1998 - 2001

Recruited as one of the first eight wholesalers to market within the Wirehouse and Regional channel

- Ranked #1 out of 20+ wholesalers for life and annuity sales (2001)
- Increased annuity sales 120% (Only wholesaler to achieve 100% of quota in annuities, pension, and life sales)
- Obtained preferred status among regional firms in partnership with the Relationship Manager

ENDEAVOR GROUP | Corona del Mar, CA

Regional Marketing Director, Annuity Wholesaler (Mid-Atlantic Region)

1996 - 1998

Recruited to market variable and fixed annuities with the Wirehouse and Regional channel

- Ranked #2 among 27 wholesalers in annuity production (1997)
- Increased sales over 40% for Wirehouse and Regional firms in North Carolina, South Carolina, and Eastern Tennessee

ADDITIONAL EXPERIENCE

PLANCO (Regional Marketing Director / Annuity Wholesaler), **RHONE-POULENC RORER** (Pharmaceutical Sales Representative), **EDWARD D JONES & COMPANY** (Transitional Sales Representative)

EDUCATION

MIDDLESEX UNIVERSITY | London
M.A., Professional Practice in Coaching

UNIVERSITY OF NORTH CAROLINA AT CHAPEL HILL | CHAPEL HILL, NC
B.A., Political Science

LICENCES AND CERTIFICATION

Certified Master Business Coach | Worldwide Association of Business Coaches
DISC Practitioner Certification | Assessments 24x7
Motivators Practitioner Certification | Assessments 24x7
Chartered Financial Consultant (ChFC) | The American College
Chartered Life Underwriter | The American College
Series 7, 26, 6, 63 | FINRA
Life and Health Insurance Licensed

PROFESSIONAL DEVELOPMENT

Top Gun: Advanced Presentation Skills | Sequoia Systems International
National Sales Manager Program | Sequoia Systems International
Custom Core Program | Sequoia Systems International
Leading Strategically Program | Center for Creative Leadership
Financial Analysis for Non-Financial Managers Seminar | UNC Kenan-Flagler Business School

PROFESSIONAL AFFILIATIONS

Worldwide Association of Business Coaches