

# Zachary Miller

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## PROFESSIONAL EXPERIENCE

Mar 2021 — Present	<b>Field Manager, Pulte Group</b>	Alpharetta, GA
	<ul style="list-style-type: none"><li>• Work with team to share feedback and improve planning activities, including, but not limited to:<ul style="list-style-type: none"><li>• Vendor coaching and performance feedback through schedule and quality recordables</li><li>• Design quality, materials management, budget accuracy, and take-off accuracy</li></ul></li><li>• Build and manage long-term relationships of trust with homeowners through open and interactive communication throughout the construction process through close of the home</li><li>• Ensure trade partner work is completed on time and within defined standards for quality and resolve issues/conflicts related to daily construction activities (e.g., vendor contracts, work orders, job progress, design)</li><li>• Authorize payment for materials received and work completed</li><li>• Collaborate with Process Improvement, Resource Planning and Purchasing, and Sales personnel to manage neighborhood and customer activities, and construction processes</li><li>• Inspect/validate workmanship and quality to conform to company standards and job sites adhere to SWPPP standards</li></ul>	
Jun 2021 — Present	<b>Freight Broker, United Commodity</b>	Remote
	<ul style="list-style-type: none"><li>• Utilize DAT and Truckstop CRMs to generate leads, attract new prospects, and develop a sales pipeline while identifying and selecting reputable and safe carriers for freight services</li><li>• Collaborate with shippers, carriers, and dispatchers to manage scheduled collections and drop-offs</li><li>• Maintaining current knowledge of market trends in the transportation marketplace</li></ul> <p><i>Negotiated and managed the company's first enterprise contracts helping to broaden the company's reach from regional to nationwide</i></p>	
Dec 2020 — Mar 2021	<b>Logistic Coordinator, Nolan Transportation Group</b>	Alpharetta, GA
	<ul style="list-style-type: none"><li>• Monitored, tracked, and traced loads to ensure an efficient operation for shipping and receiving, inventory control, and all aspects of shipping customer orders in a timely and cost-effective manner</li><li>• Built strong carrier partner relationships and negotiating competitive shipping rates to coordinate commercial carriers for freight service</li><li>• Tracked all shipments and resolve escalated issues efficiently to improve customer satisfaction</li></ul> <p><i>Secured \$56,258 one-month sales margin and sold 192 loads in first month</i></p>	

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## EDUCATION

Oct 2020	<b>BSc Business Management &amp; Marketing, Keiser University</b>	West Palm Beach, FL
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## COMMUNITY ENGAGEMENT

Aug 2020 — Jul 2021	<b>Youth Baseball Coach, Team Elite</b>	Winder, GA
	Coached kids aged 13 to 15 on the fundamentals of baseball. Spent time preparing schedules, coordinating practices, developing game strategies, and conducted practices. Developed and enhanced player character for both on and off the field.	
Jul 2019	<b>Summer Baseball Instructor, Asheboro Copperheads</b>	Asheboro, NC
	Coached players on specific position requirements and modeled appropriate behavior on- and off-field.	
Sep 2019	<b>Volunteer, Middle Georgia Food Bank</b>	Macon, GA
	Assisted Middle Georgia Food Bank staff with preparing and distributing meals to vulnerable populations in Central Georgia.	

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## EXPERTISE

Customer Relationship  
Management

Autodesk AutoCAD  
Smart Contracts

Contract Management &  
Negotiation

Marketing and Sales

Prospecting, Quoting,  
Estimating

Autodesk Revit

Ethereum Network  
Tokenomics

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#### NOTABLE ACCOLADES

- Division 1 Student-Athlete
- 2nd place finish in Keiser University's Business Pitch Competition (2020)
- 1st place finish in University of Miami's Law Practicum Competition (2020)
- Blockchain Essentials Certification, IBM (2020)

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#### CERTIFICATIONS

Jul 2020

Full Stack Web Development, Wyncode Academy