

DAVID MILLER, EMBA, JD

Westmount, QC | david.miller@novastone-ca.com

EXECUTIVE PROFILE

Top performing **Executive Leader** offering 20+ years of experience evolving strategic business operations, launching transformative projects, and achieving year-over-year revenue growth for industry-leading companies. Recognized as a forward thinking strategist who builds consensus amongst key decision-makers to launch dynamic products, models, and initiatives. Proven history in the driving the full cycle mergers and acquisitions process – from initial research and analysis through to contract negotiations and closing. Known for possessing a sound business acumen and astute negotiation skills tailored to uncover needs and identify lucrative opportunities. Hands-on mentor who nurtures unique talents, builds best-in-class teams, and fosters open communications to create an inclusive and collaborative culture.

CORE SKILLS

- | | | |
|-------------------------------------|-----------------------------------|---------------------------------|
| ✓ Brand & Business Development | ✓ Project & Budget Management | ✓ Presentations & Reporting |
| ✓ Strategic Planning & Forecasting | ✓ Mergers & Acquisitions (M&A) | ✓ Leadership & Team Building |
| ✓ Operations & Sales Management | ✓ Client & Stakeholder Engagement | ✓ Multitasking & Prioritization |
| ✓ Performance Tracking & Evaluation | ✓ Process Analysis & Optimization | ✓ Microsoft Office Suite |

Professional Languages: English (native) | French (fluent)

PROFESSIONAL EXPERIENCE

Chief Executive Officer (CEO) | Utility Garments – Montreal, QC **2016 to Present**

- Direct a 6-member leadership team in the day-to-day operations of the leading manufacturer and supplier of corporate apparel and uniforms to Canada's largest retailers
- Initially served on the Board of Directors before the company was purchased by publicly-traded Unisync in 2019
- Lead all aspects of the company including sales, marketing, business development, and financial management
- Report directly to the CEO of Unisync and provide insight and expertise to inform strategic planning and direction
- Accountable for the team hiring, training, talent development, and performance evaluation and management
- Partner with the Controller to control the P&L, prepare forecasts, and administer the annual budget

Key Achievements:

- ✓ Co-invested in Utility Garments with the private equity firm BDG & Associates and grew revenues by over 30% between 2016 and 2019 by revamping operations, entering lucrative markets, and acquiring enterprise clients
- ✓ Structured and negotiated the sale to Unisync to successfully double the initial investment by BDG & Associates
- ✓ Orchestrated the acquisition of a competitor that allowed the company to penetrate the valuable security industry

Partner & Operator | Agenco Inc. – Montreal, QC **2011 to 2015**

- Secured a 50% share of the family business that produces custom store fixtures for prominent retail corporations
- Oversaw the operations and financial control of the company with 60 staff at the Montreal manufacturing plant
- Monitored and assessed key performance indicators (KPIs) to identify deficiencies and introduce lasting solutions

Key Achievement:

- ✓ Played an integral role in doubling the annual EBITDA from by acquiring a new Head of Production and restructuring manufacturing processes to improve productivity by 100%
- ✓ Successfully organized and completed the sales of the company to a private equity firm in 2015

DAVID MILLER, EMBA, JD

Westmount, QC | david.miller@novastone-ca.com

PROFESSIONAL EXPERIENCE CONTINUED

CEO | Soyummi Foods – Montreal, QC

2008 to 2010

- Recruited by a private investor to evolve the soya-based food producer and establish presence in the US territory
- Guided the full development and launch of new products that were tailored to the tastes of key demographics
- Defined business development strategies to capture competitive market share and raise brand awareness

Key Achievements:

- ✓ Increased revenues 4X by inaugurating relationships with major US retailers and building a 2-member US sales team to cultivate a significant foothold in the crucial market
- ✓ Spearheaded the re-design of the product packaging to update visual appeal and address US regulations
- ✓ Brokered the deal to produce the product at the manufacturing facility of one of the largest soya food companies

Owner & CEO | Glutino Foods – Montreal, QC

1999 to 2007

- Purchased the unprofitable and stagnant food company in 1999 and modernized the sales and business operations
- Managed 6 employees in the planning and execution of strategic projects to gain new partnerships and drive sales
- Built and nurtured relationships with wholesale clients including supermarkets, distributors, and e-commerce sites

Key Achievement:

- ✓ Transformed Glutino Foods from 8 employees and only \$700,000 in sales in 1999 to one of North America's largest gluten-free food companies with over \$25 million in yearly revenues and 125+ employees across multiple locations
- ✓ Created a state-of-the art food facility, dramatically scaled up production capacity, automated key procedures, successfully entered the US market, and expanded the company offerings to 150+ products across 8 food categories
- ✓ Won several awards including the Best Small Business Award from the National Bank of Canada in 2003
- ✓ Structured the purchase of Glutino by The Claridge Food Group in 2004 **who then sold to the NYSE-listed Conagra**
- ✓ Initiated the company's online presence, cultivated distributor networks, and obtained major food service clients

EDUCATION & PROFESSIONAL DEVELOPMENT

Executive MBA | Queens University

Juris Doctor | Cardoza School of Law

- Admitted to the New York State Bar in 1999

Bachelor of Arts | McGill University

VOLUNTEER & BOARD ACTIVITIES

Committee & Community Experience: Lise Watier Foundation | Miss Edgar Miss Cramp School for Girls | Montreal Childrens Hospital | MAB-Mackay Centre