

Joseph C. Miller

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PROFESSIONAL PROFILE

An accomplished professional with 25 years of experience with mechanical engineering, project management, business development and sales, implementing facility improvements based on key performance indicators by driving results.

PROFESSIONAL EXPERIENCE

01/23 – Present) MillDoll Accelerated Growth Consultants, LLC Lawrenceville, GA

Managing Partner

MillDoll Accelerated Growth Consultants is a company established through a combination of two individual companies with principals having over 50 years of corporate experience in Construction and Service in Sales, Operations & Management. The principals have been leaders in the building technology space to include BAS, HVAC, Fire & Security. Throughout their corporate careers, the principals have been influential in leadership roles for intercompany minority centric organizations. They have found their passion in assisting with the growth and development of small minority businesses. MillDoll uses an extensive network and diligent actions to drive results on behalf of their client partners.

MillDoll-AGC coaches and educate subcontractor on Quality control and to be a part of quality assurance programs, which is integrated into all project and departments that assure upper-level management, customers, and government inspectors that products meet all quality requirements and safety standards. There are several methods quality control uses to communicate and track inspections and issues.

(February 2021 – Present) ARS Mechanical LLC Roswell, GA

Project Manager & Business Development

Responsibilities include improving administrative efficiency, data management and company processes. Increase company sales in the public sector (Construction & Service), secure & coordinate additional field talent, and manage large projects.

(February 2020 – February 2021) Johnson Controls, Inc. Roswell, GA

Service Truck Base & Customer Business Manager – Service Branch

Responsibilities include drive revenue/margin, collections, secure new business and expand existing services. Manage internal/external customer relationships, Supervise/develop direct reports (Techs, Mechs, Supervisors & Admin).

(January 2018 – January 2020) Johnson Controls, Inc. Roswell, GA

Account Executive – Owner Direct

Responsibilities to identify, qualify and close new HVAC products/services opportunities and to promote value proposition by expanding depth of offerings through technical solutions and operational expertise. Position renewable service agreements as the foundation of managed account relationships. Execute the sales process to cultivate and manage long-term relationships.

(February 2016 – December 2017) Johnson Controls, Inc. Wilson, NC

Interim Customer Business Manager – Service Branch

Responsibilities at the Bridgestone Americas Tire Plant as direct customer interface & manager of HVAC mechanics to maintain 1800 pieces of Equipment in a 55acre facility. Provide and present dashboard data of controls and energy efficiency data to meet site KPIs. Manage the CMMS (Computerized Maintenance Management System) to track and maintain preventative maintenance schedules.

(April 2011 – January 2016) Johnson Controls, Inc. Roswell, GA

Service Projects Manager/Project Team Leader (Mechanical) – Service/Construction Branch

Responsibilities include managing JCI Atlanta Service projects business, manage internal/external customer relationships and supervise/develop direct reports (up to 15 - Controls Technicians, Welder/Pipe Fitters & HVAC Start-up Mechanics).

(April 2005 – March 2011) Johnson Controls, Inc. Roswell, GA

Solutions Project Manager – Solutions Branch

Responsibilities include maintaining customer relationships, development assistance and management of performance contracts. Management of contractors & risk, project scheduling, invoicing, maintaining cash flow, revenue forecasting and driving results to achieve installation savings for projects (\$3M to \$54M).

(February 1999 – March 2005) Johnson Controls, Inc. Roswell, GA

System Application Engineer/Controls Project Manager - Systems Branch

Responsible for installing, programming and commissioning building automation systems for construction and retrofit projects. Provided material procurement, coordinate subcontractors, forecast revenue, closeout documents and customer training. Effectively managed 40+ projects a year, valued over \$1.5 million.

FACILITY EXPERIENCE

Municipalities • K-12/Higher Ed • Data Centers • Correctional Facilities • Healthcare • Commercial • Industrial

EDUCATION ACTIVITIES & ACHIEVEMENTS

MOREHOUSE COLLEGE/GEORGIA INSTITUTE OF TECHNOLOGY

(December 98) Bachelor of Science in General Science/Mechanical Engineering Atlanta, GA

JCI African American Business Resource Group (President), JCI Service Safety Council (Chair), International Engineering Summit JCI Leadership Award, JCI Service award (20 years), City of Zion Christian Ministries (Board Member), Longmont Subdivision (Board Member), Mason, Eagle Scout, **Community Service:** Strong Base Youth Development (Advisor), Bright Futures Academy, Drake House, Hosea Williams Feed the Hungry, Toys for Tots, Special Olympics, Habitat for Humanity

REFERENCES FURNISHED UPON REQUEST