



Marc Miller

CEO & Founder, Sogistics Corporation



Marc Miller is founder and CEO of Sogistics Corporation.

Sogistics is an internationally known sales productivity improvement firm who helps organizations to better understand, connect, and add value to their customers' strategies as a way to drive more profitable sales growth. Marc's ideas, models, and methodologies are used by organizations such as Genentech, Nokia, G.E., Oerlikon, Marriott, Siemens, Diebold, and Sun Microsystems – all companies interested in winning by transforming the sales role into something that is customer relevant and impactful.

Outside of being CEO of Sogistics, Marc is an active investor, speaker, and author. Marc has owned – and currently owns – privately-held companies in healthcare, packaging, graphic arts, and learning management. Marc's first book, *Selling is Dead*, (published by John Wiley & Sons) was on numerous best seller lists and has been translated into multiple languages. Marc's latest book, *A Seat at the Table*, (published by Greenleaf Book Group) explores the new role of sales and account managers in the process of creating and capturing customer value by learning to become less salespeople, and more *businesspeople who sell*.

Marc is a native Ohioan who lives in Boston Heights, OH. He has six children. His outside interests include reading, writing, basketball, travel – and paying tuition bills.

To find out more about getting Marc Miller to speak at your event, Call 330.487.0300 or email ADeogracias@sogistics.com

For more information about Sogistics, visit www.sogistics.com