

**Ned Miller****Senior Vice President**

20+ years of banking related experience

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Ned Miller is a Senior Vice President with MZ BIERLY CONSULTING, INC. a consultancy specializing in improving the top-line revenue of regional and community banks. Ned has long history in banking and an extensive consulting background. Today he works with clients throughout North America to improve the sales and sales management processes that generate sustainable top-line growth. Ned is currently working with senior managers, business bankers, commercial lenders and branch managers in 11 regional and community banks.

Before joining MZ BIERLY CONSULTING in a senior role, Ned was the Director of Chapters and Membership for Risk Management Association (RMA), the association of credit, lending and risk management professionals. At RMA he consulted with local chapters on building membership, developed peer-sharing programs for specialized lenders, and built a series of programs to address business development and asset quality issues. The programs he developed included Understanding Your Small Business Customer, Real Estate Fundamentals and Problem Loan Strategies.

Before joining RMA, Ned was a relationship manager and team leader at Citibank and at the Philadelphia National Bank and spent two years with The Richardson Company, delivering sales, sales management and negotiations training to bankers in the U.S., Canada and various countries in Latin America.

He is a graduate of Williams College, where he majored in Spanish and Political Science. Before entering banking, Ned was a teacher and coach at The Lawrenceville School in Lawrenceville, New Jersey.