



## Tom Miller

Associate

An inspiring and energetic sales leader, Tom Miller brings 18 years of international technology experience, with world-leading vendors in IT Research & Advisory, SaaS and Media Analysis. Working with CIOs, CSOs, CMOs and all levels of sales leadership, he leverages the power of ValueSelling to improve business performance, drive double-digit revenue growth, and transform sales teams.

As VP of Sales UK at Cision, Tom accelerated the annual growth rate of its flagship product, PRNewswire 5-fold YOY. He re-engineered and executed retention strategies to increase mid-market new business growth by 11% YOY and improve client retention by up to 12% YOY, while growing expansion revenues in the installed Premium team by 57%.

For 13 years, Tom developed high-performance sales teams at Gartner, the world's leading Research & Advisory firm, using the ValueSelling Framework®. He established a new business development team, which smashed targets by triple digits—2014: 156%, 2015: 131%, 2016: 129%. He coached individuals on the ValueSelling methodology, resulting in renewed enthusiasm, creativity in overcoming obstacles, and numerous Winner's Circle achievements by new hires. And he was consistently recognized for his efforts in Europe: #1 top performing region in Europe #1 in European services and #1 in European total sales.

Tom received a Bachelor of Science with honors in Chemistry from the University of Warwick as well as a Chartered Institute of Marketing Certificate. He has a passion for traveling, great food and the outdoors. In addition to inspiring sales professionals by the opportunities before them, Tom volunteers to help homeless adults into work and permanent accommodation.

### Contact:

+44 0 7710 126679  
tom.miller@valueselling.com  
Connect on LinkedIn



valueselling.com

Keep it simple. Drive results.