

SAMUEL K. MILLER

Curriculum Vitae

748 Country Club Lane
South Bend, IN 46615

Cell: (574) 596-5291

E-mail: miller.549@nd.edu

<https://www.linkedin.com/in/sam-miller-1190183>

EDUCATION

Northwestern University Master of Science – Engineering	Evanston, IL May 2006
The University of Michigan Master of Business Administration	Ann Arbor, MI May 1988
The University of Illinois Bachelor of Arts - Economics	Urbana, IL May 1986

ACADEMIC EXPERIENCE

UNIVERSITY OF NOTRE DAME, MENDOZA COLLEGE OF BUSINESS Notre Dame, IN
Associate Teaching Professor 2009-Present

Developed, launched & oversaw Strategic Foresight curriculum and programming
for college of business (<http://foresight.nd.edu/>)

MBA Course Titles:

- Strategic Foresight – Spring 2012 – 2017
- Launching New Ventures – Spring 2015-2017
- Innovation & Design – Spring 2015

Undergraduate Course Titles:

- Foresight in Business & Society - Fall & Spring 2009 – 2017
- New Venture Creation – Fall 2014 – 2017
- Entrepreneurial Insights – 2017
- The Business of Energy – Spring 2012 – 2014

Other Course Titles:

- ESTEEM Masters of Technology Entrepreneurship Program
 - Launch Strategy – 2015 – 2107
 - Thesis Defense judge – 2014-2017
- Washington Fellows – Young African Leaders Program – Summer 2014-2017
 - Innovation & Design
 - Launching New Ventures
- On-line Executive Leadership Program
 - Strategic Foresight (2013 – ongoing)
- Strategic Foresight, Certificate in Executive Mgmt Program, 2012 – 2017

Director – Gigot Center for Entrepreneurship 2014-2017

- Responsible for leading academic, thought leadership and outreach for the center
- Led development initiatives to secure funding for Gigot Center and its programs
- Oversaw McCloskey Business Plan Competition (\$300k in annual prizes)
- Oversaw over 200 student Futures Research deep dive projects
- Thesis juror for over 75 entrepreneurship masters candidates

INDIANA UNIVERSITY

Adjunct Faculty

South Bend, IN

2009 – 2010

MBA Course Title:

- Sustainability and Innovation – Summer 2009, 2010

OTHER PROFESSIONAL EXPERIENCE

- JFNEW (CARDNO)** Walkerton, IN
2007-2010
 Vice President – Strategy & Marketing
- 100+ Member Ecological Consulting Firm
 - Lead executive team in strategy development, execution, and measurement
 - Initiated “Innovation Leadership Team” and implemented innovation processes to support corporate directive to generate 20% of business from non-organic growth
 - Developed and implemented “Open Innovation” process to amplify innovation pipeline
 - Spearheaded development of non-traditional consulting services in emerging segments
 - Managed brand positioning and business development initiatives to market ecological and sustainability services. Oversaw development of webinar-based communications campaigns to drive “knowledge leadership” positioning strategy
 - Oversaw development of award-winning marketing collateral
 - Member, Board of Directors
- VANGUARD MARKETING, INC.** Elkhart, IN
2004-2007
 President
 Product Development Strategy and Innovation Firm
- Conducted research, strategic analysis, product development services and IP licensing support for clients in home improvement, automotive, healthcare and building materials industries
 - Analyzed and recommended green building and clean-tech new product initiatives
 - Spearheaded commercialization of product innovations resulting in licensing agreements for multiple patents
- K.J. MILLER CORPORATION** Elkhart, IN
1996-2004
1991-1996
 President
 Vice President / General Manager
- Plastics Manufacturer & Fabricator Specializing in Building Materials
 - Increased company revenues and earnings by over 300%
 - Managed applications and maintenance of patent and trademark portfolio
 - Positioned company for successful sale in 2004
- UNISYS CORPORATION** Detroit, MI
1987-1991
 Business Planning Specialist
- \$10 Billion Information Systems and Services Firm
 - Managed teams that developed 3-5 year strategic plans for multiple business units of \$500 million Financial System Division

BOARDS & ORGANIZATIONS

Board of Directors – Teach The Future (501c3 Not For Profit)
 Board of Directors – Reading For Life (501c3 Not For Profit)
 Advisory Board – Notre Dame Sustainability Minor
 Advisory Board – Center Sustainable Energy At Notre Dame
 Advisory Board – Center For A Sustainable Future, Indiana University-South Bend
 Graduate Advisory Board, Master of Product Design & Development, Northwestern Univ.
 Faculty, Pfeil Innovation Center, South Bend, IN
 Member, World Future Society
 Member, Association of Professional Futurists

PRESENTATIONS AND PUBLICATIONS

- “Teaching Entrepreneurial Foresight” chapter in the *Annals of Entrepreneurship Education & Pedagogy*, to be published by the U.S. Association for Small Business & Entrepreneurship (USASBE), Fall 2016
- “Values, Virtues & Entrepreneurial Foresight”. Global Consortium of Entrepreneurship Centers Annual Conference, Gainesville, FL (October 2015)
- “Teach the Future: Experiences From The Field”, World Future Society National Conference, San Francisco (July 2015)
- “Trends in Entrepreneurship”, Mendoza Dialogues webcast series, June 2015, <https://www.youtube.com/watch?v=Y36QwKkcLTE>
- “Action Learning in Undergraduate Business Programs”, Action Learning Conference at Ross School of Business, University of Michigan (June 2015)
- “Global Business Adaptation Excellence”, panel moderator, Notre Dame Global Adaptation Index Annual Meeting, Washington, DC (Nov 2014)
- “Artifacts From The Future: Student Collaboration at the University of Notre Dame”, *The Futurist* (Sept/Oct 2014)
- *The Future of Executive Talent Development*, UND Shamrock Series Executive Session, Fort Worth, TX (October 4, 2013)
- *Biomimicry & Innovation*, Sustainability Lecture Series, Indiana University-South Bend (Feb 2013)
- *Addressing Global Challenges with Actionable Foresight*, UN PRME 5th Annual Report (September 2013)
- *Seeing the Future: Foresight Modeling for Sustainable Business*, the Corporate & College Collaborative for Sustainability, College of William & Mary, Williamsburg, VA, Nov 17, 2012
- *Finding Opportunity in the Triple Bottom Line*, Indiana University Entrepreneurship Lecture Series, South Bend, IN (October 28, 2010)
- *Natural Resources Sustainability Planning - An Ecosystem Service-Based Model*, GreenTown Conference, Chicago, IL (October 15, 2009) and Grand Rapids, MI (July 24, 2009).
- *Sustainable Competitive Advantage – Creating a Compelling Value Proposition*, Indiana University Entrepreneurship Lecture Series, South Bend, IN (November 5, 2009)
- *Sustainable Innovation at JFNew*, Environmental Financial Consulting Group (EFCG) Sustainability Report, Spring 2009

PROFESSIONAL CERTIFICATIONS, AWARDS & ACCOMPLISHMENTS

- Named “Top 100 Entrepreneurship Professors Globally” by Hot Topics (2015) <https://www.hottopics.ht/stories/education/the-100-top-professors-of-entrepreneurship-worldwide/>
- IVT International Design Futures Competition, member of multi-disciplinary team from Notre Dame that earned runner up in this international Competition (Sept 2014)
- IBM Smarter Planet Industry Skills Innovation Grant Recipient (2010)
- Identified by BusinessWeek as one of “Twenty-One People Who Will Change Business”, Sept. 2009, http://images.businessweek.com/ss/09/09/0930_dschool_alumni/18.htm
- LEED Accredited Professional (inactive)

UNIVERSITY AND OTHER SERVICE

- Biomimicry Design Challenge (The Biomimicry Institute) – Mentor 2015-2016
- Notre Dame Office of Innovation Management Services, Working Committee member, 2015
- Faculty advisor to undergraduate Entrep. Society and MBA Entrep. Club – 2104-2017
- Start Up Weekend, mentor and judge, 2014, 2015
- Student Research Recognition Challenge (Assoc. of Professional Futurists)- Judge 2015-16
- Most Significant Futures Works recognition (Assoc. of Professional Futurists) – Judge 2012-2016
- State of Indiana Hack-a-Thon – Mentor – 2015
- Catholic Charities USA, Entrepreneurship Immersion – Instructor (Innovation, Launching New Ventures) – 2014
- BP Ethics Business Case Competition (BP-North America) – Judge, 2014
- Biomimicry Design Challenge (The Biomimicry Institute) – Judge 2013
- NFL “Investing for Impact” Player Entrepreneurship Program at ND, team mentor – 2014. Mentored team presented on ABC’s Shark Tank program, earned \$200,000 investment from 2 sharks.
- Hult Prize – Social Enterprise Challenge (Clinton Global Initiative) – Judge 2014
- MBA Deep Dive Challenge – Judge 2013
- McDonald’s Sustainability Business Case Competition (Univ. of Notre Dame), 2010