

Georgia Southern University

Digital Commons@Georgia Southern

Business Innovation Group News

Business Innovation Group

2-20-2019

Business Innovation Group (BIG) News

Georgia Southern University

Follow this and additional works at: <https://digitalcommons.georgiasouthern.edu/cob-big-news>



Part of the [Technology and Innovation Commons](#)

Recommended Citation

Georgia Southern University, "Business Innovation Group (BIG) News" (2019). *Business Innovation Group News*. 271.

<https://digitalcommons.georgiasouthern.edu/cob-big-news/271>

This article is brought to you for free and open access by the Business Innovation Group at Digital Commons@Georgia Southern. It has been accepted for inclusion in Business Innovation Group News by an authorized administrator of Digital Commons@Georgia Southern. For more information, please contact digitalcommons@georgiasouthern.edu.

Meet a SCORE Mentor

February 20, 2019



David Miller was born in St. Louis, Missouri, and received his BBA degree in Management from the University of Texas. After graduation, David began a successful 41-year career in the corrugated packaging industry with Packaging Corporation of America, one of the top five companies in the industry.

Starting as a production supervisor in the Manufacturing Department, over the next five years, David's skills and success led to him to eventually manage all production departments of the company.

David had always wanted to go into sales and general management. So, after his five years in production management, David became the sales representative for West Texas. He traveled 1,000 miles a week for two years, honing his sales skills and developing a successful territory. He was then promoted to the much larger Dallas/Ft. Worth Metroplex, where he became sales manager and then general manager of the company's three manufacturing plants in that market.

David served in that role for the next ten years. During that time, he was responsible for managing a large team of people, for ISO implementation, and for overseeing beta testing and then full implementation of the new computer system that was then rolled out to the entire company.

After 23 years with Packaging Corporation of America, David's love of sales drew him back into that field. He spent the last 18 years of his career in Bentonville, AR, successfully selling millions of dollars in graphic corrugated displays to Wal-Mart's suppliers of apparel, toys and electronics, nationwide.

While working in Arkansas, David met and married his wife, Rachel, who happened to live in Statesboro. Because Rachel had two young children, Adam and Ashley, David commuted between Bentonville and Statesboro for 11 years!

About a year ago, David decided to retire to live with his family full time in Statesboro. However, he wanted to do something that would allow him to "give back" and share his extensive business

experience with others. When David's Statesboro friend, Jeff Graham, told him about the work that SCORE does mentoring aspiring entrepreneurs and small business owners, he knew he had found the right fit.

Statesboro is a branch of the Savannah Chapter of SCORE. David joins SCORE's growing Statesboro-area team of business mentors: Gloria Strauthers, Al Burke, Jeff Graham, Rick Stapleton and Don Sitter.

SCORE is the largest provider of free business mentoring services and educational programs in the country. In the last two years, Savannah SCORE and its branches helped establish 279 new businesses and 499 new jobs. Savannah SCORE has been nominated as "2018 SCORE Chapter of the Year" and is the only Platinum level chapter in Georgia.

If you would like to schedule a free business mentoring session with one of SCORE's mentors, including David, please call 912-652-4335, email scoresav70@gmail.com or visit the Savannah SCORE website at <http://savannah.score.org>.