



Richard A. Miller

Senior Advisor

Richard Miller is a Senior Advisor at Econsult Solutions, Inc., He brings to ESI over 30 years of experience building and executing strategic marketing and operations plans for commercial airlines and technology-based economic development organizations.

Experience

Richard completed his professional career in the global software industry with eMaint Enterprises and Xybon as Chief Marketing Officer. During his career at eMaint, he secured from the Florida Economic Development organization Enterprise Florida and the Florida Department of Labor grants totaling \$1.7 million. These grants were used in the recruitment, training and equipment of high-tech employees focused on Computerized Maintenance Management Systems (CMMS).

Previously Richard serves as the Vice President for Marketing and Communications with Innovation America and provides strategic marketing and consulting services to “Innovation Intermediary” clients. He also previously served as Vice President of Marketing and Communications with the Iowa Innovation Corporation and as Senior Vice President with the National Association of Seed and Venture Funds (NASVF). At NASVF Richard was instrumental in securing a contracts with the USDA Agriculture Research Service and was awarded a \$200,000/year multi-year contract with the U.S. Army’s Telemedicine & Advanced Technology Research Center (TATRC) at Ft. Detrick, Maryland to accelerate the commercialization of government technologies with emerging private technology companies.

Prior to joining NASVF, Richard served as the Vice President of Marketing and Communications for the University City Science Center. While with the Center, he successfully launched the International Soft Landing Program that recruited international early-stage technology companies to the Science Center’s Research Park Incubator. Richard also served as the Vice President of Marketing and Communications for Innovation Philadelphia where he was received national awards for his marketing initiatives. He also served as Vice President of Marketing and Communications at Ben Franklin Technology Partners of Southeastern Pennsylvania.

Richard’s career as an airline executive with US Airways included management positions in Connecticut, Michigan, Colorado, Washington, D.C., Virginia and Pennsylvania. He spearheaded the expansion of the airline’s international markets from the Philadelphia hub.

Additional Experience

Richard is a successful grant writer having been awarded regional, state, and federal grants to contribute to the growth of several technology-based economic development organizations throughout the US. He is the publisher of marketing research reports, economic impact studies weekly e-newsletters and publications featuring innovation-based strategies. As a keynote speaker at innovation-based conferences, Richard has been featured presenter and panelist at national and international conferences including the International Economic Development Council, the Small Business Innovation Research Annual conference, National Council of Entrepreneurial Tech Transfer, the Federal Laboratory Consortium, Association of University Technology Managers, COTEC, American Councils for International Education, and Commerce Development Research Institute.

Areas of Expertise

Marketing Strategy

Grant Writing

Project Management

Education

BA in Marketing and Communications,
Robert Morris College

Certificate, Darden School of Business Executive Management Program,
University of Virginia

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