

MINER MEANS MORE



PROFESSIONAL GROWTH AND LIFELONG LEARNING

SCOTT

Regional Vice President of Sales



My role at MINER Corporation is nurturing our sales team, and I relish the opportunity to pass on what I've learned in 25 years in sales.

As the Regional Vice President for Sales - End User, I coach and mentor 13 team members directly, but MINER has provided me the opportunity to do so much more. They recognize the value of my experience and allow me to share it with salespeople across the country as part of the Sales Academy, a quarterly sales training program I oversee.

My job at MINER offers me the chance to make a real difference in the company, and I am grateful that I have the flexibility and autonomy to develop and implement the Sales Academy. The company is committed to helping its people grow professionally and learn throughout their careers, and it energizes me to think that I play a role in that growth.

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I'm extremely happy in my role as it stands, but I know the leadership would support me if at some point I decided that I

wanted to bring other strengths to the company. The flexibility at MINER, particularly in comparison to other large organizations I've worked for, is great at bringing out the best in its employees. What's so impressive about MINER is that, if you're willing to work hard and put in the effort, you're able to see the immediate impact of what you do on how the company operates.

The structure at MINER—with minimal layers of management—gives people the opportunity to excel and expand their responsibilities based on their proven track record—and there are opportunities to make good money if you put your mind to it and do your job to the best of your ability. If you have an entrepreneurial spirit and are built to succeed, you'll have a great time working for MINER—I hope to see you here.

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