Application Form

Profile

As an applicant/member of a Council appointed Board or Commission, your name, address, and phone number will be available to the press and public. Public discussion of information contained herein may occur in the meeting at which appointments are considered by the City Council.

Hampton Resident (Section 2-2 of the City Code requires appointees to city boards, commissions and committees to be a Hampton resident except for multijurisdictional or regional bodies)

⦿ Yes ○ No

Number of Years a Hampton Resident

15

United States Citizen

⦿ Yes ○ No

Prefix	Stephen		Miller	
Prefix	First Name	Middle Initial	Last Name	Suffix

Please provide Maiden/Previous Names, if applicable.

24 Barron Drive	
Street Address	Suite or Apt

Hampton	VA	23669
City	State	Postal Code

smm78@cornell.edu
Email Address

Mobile: (716) 310-9641	
Primary Phone	Alternate Phone

Alternate Phone #2

Education & Experience

Analytical Mechanics Associates, Inc	Vice President, Finance
Employer	Occupation

Steve_Miller_Resume.pdf
Upload a Resume

Stephen Miller

Education

☑ Bachelor's Degree
☑ Master's Degree

Please share any of your interests and/or experience which you would like us to consider.

As Vice President, Finance at Analytical Mechanics Associates (AMA), a Hampton-based NASA contractor that employs 450 engineers, scientists and technical professionals nationally and 230 locally here in Hampton I report directly to the CEO and am accountable to the Board of Directors for all aspects of AMA's financial management and strategic planning. I've leveraged a broad skill-set that combines strengths in management, analytics, finance and technology, with a background in computational finance and business domain expertise to oversee AMA's growth from 90 employees when I joined the company in 2004 to the 450 of today. As a member of the NASA Langley contractor community, I have a strong interest in aerospace and it's impact on Hampton and the Hampton Roads region. The Virginia Air and Space Center is a key Hampton asset that is critical to telling the story of Hampton's aerospace legacy and inspiring the minds of tomorrow. I would be honored to serve on the Board of Directors for VASC and am excited for the opportunity to make a measurable impact through my service.

Please share your volunteer experience and/or special skills.

I have a history of support to local organizations such as the Cat Corner in Hampton, Lackey Clinic in Yorktown, Leukemia and Lymphoma Society and Haiti180. Special skills include deep understanding of business, finance, technology and their intersection to provide efficient and effective solutions for organizations

Please identify any former board service, if applicable.

In my role at AMA, I interact frequently with our board of directors to provide analysis and recommendations with significant impact to the company. This experience provides me with a general understanding of the key considerations and fiduciary responsibilities. As a part of my career path plan, I see serving on Board's as a next logical step to leverage the perspective I've gained to serve other organizations and also as a strong opportunity for personal growth

References

Reference 1 - Name and Contact Number

Ross Mugler 757-810-3873

Reference 2 - Name and Contact Number

Dr Renji Kumar 757-329-5461

Reference 3 - Name and Contact Number

Dr Sanjay Gowda 757-303-8648

Board service requires a commitment of your time in preparing for and attending meetings and we thank you for your interest in serving Hampton. We ask that you seriously consider this time commitment. If appointed, will you be able to attend meetings regularly and devote the time necessary to fulfill your duties as a member?

◉ Yes ○ No

Stephen Miller

City Office Contact Information

Demographics

One of Hampton's strengths is the diversity of our citizenry. It is City Council's intention to reflect that diversity in the composition of our Boards, Commissions and Committees. For this reason, we request certain demographic information from applicants.

Age (Born between the years) *

☑ 51 - 34 (Born between 1965 - 1982)

Ethnicity *

☑ Caucasian/Non-Hispanic

Gender *

☑ Male

Which Boards would you like to apply for?

Virginia Air & Space Science Center Board: Submitted

Stephen Miller

Contact

smm78@cornell.edu

www.linkedin.com/in/
mrstephenmiller (LinkedIn)
www.ama-inc.com (Company)

Steve Miller

Vice President, Finance at Analytical Mechanics Associates
Hampton

Summary

Results-focused leader with a broad skill-set that combines strengths
in management, analytics, finance and technology. Leverages
a background in computational finance and business domain
expertise; applying analytics in support of evidence-based, data-
driven strategic and tactical corporate decision making.

Leader of proposal development and pricing activities in pursuit and
capture of new business toward a sustained and consistent growth
path

Experience

Analytical Mechanics Associates
17 years 5 months

Vice President, Finance
July 2017 - Present (4 years 8 months)
Hampton, VA

- Responsible for all aspects of AMA's financial management including
leadership of accounting, finance and business management functions.
- Lead strategic planning process to establish corporate-wide revenue and cost
targets. Track corporate performance against established goals and metrics.
- Lead contract pricing and competitive intelligence activities to establish and
achieve Price To Win targets. Develop analytical models to support strategic
pricing analysis.
- Monitor and assess compensation and employee benefits to ensure AMA can
attract and retain top talent in a competitive, cost constrained environment

Director of Business Development/Finance
July 2011 - July 2017 (6 years 1 month)
Hampton, VA

- Manage AMA's business development pipeline through the entire life cycle
from opportunity identification through contract execution.
- Manage AMA's financial performance by implementing automated reporting
of key management metrics at the site, lane, and corporate levels.

- Develop competitive contract and task pricing strategies.
- Work with senior and executive management to develop operating plans toward forecasting of financial performance and indirect rates. Develop forecasting models and monitor actuals against established plans.
- Proposal Manager and Cost Volume Lead in pursuit of NASA Langley's Technology, Aerospace and Mission Support 2 (TEAMS 2) contract. AMA was awarded this $327.5M single award contract in February 2012.

Business Development/Technical Project Lead
September 2008 - June 2011 (2 years 10 months)

Develop actionable strategy for entry into new markets and expansion into existing. Identify and pursue prospective customers, partners and teaming opportunities; develop marketing message and collateral; deliver capabilities briefs and marketing presentations. Focus on the following verticals: custom software development, visualization software and analytical frameworks for advanced decision support in finance, IT, government, and academic markets.

Project Manager/Technical Lead for a globally distributed software development team providing technology solutions to external customers. Responsibilities include proposal writing and project costing, requirements development, technical oversight and guidance, review of design documentation, implementation artifacts, test plans and results in order to facilitate successful customer relationship and product delivery.

Sr. Software Engineer
October 2004 - August 2008 (3 years 11 months)

Lead engineer for a team in the development of a Net Present Value (NPV) modeling application for Capital One. C++/QT4/STL/Python C-API/Boost.

Using Agile software development methodology, responsible for gathering customer requirements, design of components utilizing UML, software task management and development.

General Dynamics AIS
Software Engineer
May 2003 - September 2004 (1 year 5 months)

Worked as part of a team to implement and test an intelligent XML message filtering and distribution broker using Java/J2EE including EJB, JMS, Web Services and MS-SQL Server. Project involved substantial customer contact including status update presentations during development phase, on-

site installation and user training during deployment, and support during integration.

Designed, implemented and tested a web application using Struts/JSP. Web application used EJB to store and retrieve data from a MS-SQL Server database.

Designed, implemented and tested new features for a distributed incident management system written in Java. Features included the addition of a transactional environment for synchronization of data between distributed servers communicating via CORBA and several Swing GUIs.

Gryphon Automation
Financial Application Software Engineer
January 2001 - May 2003 (2 years 5 months)

Designed, implemented and tested a financial analysis tool with a Visual Basic .NET GUI front-end and a computation engine written in Visual C++ and Python. Used the tool to perform technical analysis and back-test trading strategies with historical data

Sierra Research
Software Engineer
January 1998 - January 2002 (4 years 1 month)

Designed, documented, and implemented software units for a real-time embedded system. Completed Software Detailed Design (SDD); implemented the design targeted to a Motorola PPC processor in C for the VxWorks RTOS using the Tornado Development Environment.

Designed, documented and implemented a Linux GUI front-end in a multi-threaded system using the QT Toolkit, a portable C++ windowing library. Design and documentation of the system including System Requirements Specification (SRS) and SDD documentation to US Military specifications.

Constructed a multi-threaded C++ interface to process IEEE Distributed Interactive Simulation (DIS) data packets sent and received over a network using the UDP/IP and TCP/IP protocol. Developed using ACE (Adaptive Communication Environment) framework. Documentation of system including Software User's Manual (SUM).

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Education

Cornell University
Master of Engineering, Computer Science · (2001 - 2003)

Kettering University
BS, Computer Science · (1997 - 2001)