



Mike Philie

Vice President, Senior Consultant
410.489.7188
mphilie@napl.org

Mike is a vice president and senior consultant in the NAPL Business Advisory Team.

He draws upon his 28 years of printing industry experience in executive leadership and national sales management to advise clients on customer strategy, business growth strategy, organizational leadership and performance improvement opportunities. Mike works with business

owners, senior leadership, sales managers, and sales reps to improve their current position and help navigate the ever-changing business landscape.

Mike can help companies that have been “treading water” or have lost their way succeed in taking their organizations to the next level of growth and profitability. Depending on a company’s specific objectives, he can show companies what steps lead to higher profits, how to become a trusted advisor to clients, how to define and become a leader in the business niche that’s right for them, and how to implement many other business-building strategies.

Holding a Bachelor of Science degree in Printing Management from Rochester Institute of Technology, Mike has worked in the commercial printing industry for his entire career, in positions ranging from sales and regional and national management to company president. This direct industry experience distinguishes him from many other industry consultants and enables him to provide clients with realistic, results-oriented recommendations to strengthen their business performance.

- Sales Management & Growth Strategies
- Interim C-level Management
- Sales & Executive Coaching
- Digital Sales Training
- Prospecting & Business Development Strategies
- Mergers & Acquisitions
- Post-Merger Planning & Communications
- MSP Strategies

- Blog:
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