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Mike is a vice president and consultant in the Print Consulting Services Group of NAPL. He previously was the founder and principal of The Philie Group, LLC, a Maryland-based consulting firm focused on operational and sales growth strategies for graphic communications and printing companies. In this NAPL role he draws upon his 28 years of experience in executive leadership and national sales management to advise clients on market and business strategy, sales and business development, sales & executive coaching, leading organizational change and development, business turnarounds, and providing interim C-level management services.

Philie can help companies who have been 'treading water' 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, Philie has worked in the commercial printing industry for his entire career, holding positions ranging from sales, 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.

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