

## Contact

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## Top Skills

Customer Education  
Customer Onboarding  
Salesforce Reporting

# Elizabeth Miller

Sales Enablement Specialist  
Columbus, Ohio, United States

## Summary

Experienced Sales Representative, who believes in the power of teamwork, integrity, and positivity, and brings those values into every project. Strong Sales Professional with with a demonstrated history of meeting and exceeding goals.

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## Experience

### Gusto

4 years 11 months

#### Sales Enablement Specialist

April 2026 - Present (3 months)

- Designing and delivering training & onboarding programs to set our Gusto Retirement team up for success
- Supporting tool and technology migrations to keep our reps equipped with best-in-class resources
- Collaborating cross-functionally to align enablement efforts with business goals
- Driving sales performance by ensuring our team has the knowledge, tools, and support they need to excel

#### Senior Account Executive

August 2025 - April 2026 (9 months)

- Achieved 220.83% of quota attainment while serving as subject matter expert during a complex, deadline-driven R&D Tax Credit season
- Built and delivered end-to-end sales enablement resources — including training decks, resource hubs, and live sessions — that accelerated new hire ramp times and improved team-wide readiness
- Partnered cross-functionally with EPD and Ops to resolve onboarding and routing blockers, and mentored new hires through shadowing programs to drive early pipeline success

#### Expansion Sales Program Management & Operations Analyst

April 2025 - August 2025 (5 months)

Supported our Expansion Sales Team through a critical and exciting period of growth:

- Designed and executed a comprehensive onboarding curriculum for dozens of new Expansion Sales team members.

- Delivered engaging live training sessions that equipped new hires with the core knowledge required for their roles and set them up for success from day one.

- Rapidly developed a targeted training program to improve the team's R&D comprehension, building their confidence and motivation to engage with this workstream.

- Authored and built intuitive, self-led training content, creating a flexible and scalable learning solution for the team.

### Senior Customer Success Manager

August 2024 - April 2025 (9 months)

### Account Executive - R&D Tax Credit Services

June 2022 - August 2024 (2 years 3 months)

### Customer Success Manager

August 2021 - June 2022 (11 months)

### Memo

#### Sales Development Representative

July 2020 - August 2021 (1 year 2 months)

New York, New York, United States

### Poppin

3 years 3 months

#### Sales Development Representative

July 2019 - April 2020 (10 months)

Greater New York City Area

### Senior Account Coordinator

October 2018 - July 2019 (10 months)

Greater New York City Area

### Account Coordinator

February 2017 - October 2018 (1 year 9 months)

NYC

Applause New York

## Teacher

October 2015 - June 2016 (9 months)

NYC

Taught musical theatre to children ages 3-5.

## Phoenix Entertainment

Ensemble and u/s Nimue in Camelot National Tour

September 2014 - June 2015 (10 months)

National Tour

Spent the better part of a year touring around the United States performing in the classic Lerner and Loewe musical, Camelot.

## Disney Cruise Line

Mainstage Performer

October 2013 - June 2014 (9 months)

Performed onboard the Disney Magic Cruise Ship in the shows: Twice Charmed, Villains Tonight!, and Disney Dreams

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## Education

### Wright State University

Bachelor's Degree, BFA Acting with an emphasis in Musical Theatre · (2009 - 2013)