

Nicole Miller

***Uponor Ltd.
Territory Sales Manager - Prairies***



How did you get your start in the Plumbing & Heating industry?

Right out of college I began at Wirsbo in the marketing department hosting and co-ordinating groups of customers on training trips to our factory in Minnesota.

What is your current job and what do you love about it/why have you stayed?

When our head office moved from Saskatchewan to Ontario (and the marketing department with it), I was offered my Marketing Manager position in Mississauga. Luckily for me our senior management knew I am a true prairie girl and not likely to leave, so I was then offered a newly created Territory Sales Rep role to cover MB, SK and AB in that same meeting. With all of the training and mentoring support to ensure my success.

I have been with Wirsbo / Uponor for almost 24 years mostly because the people in our organization are honestly like family. We have exceptional comradery with co-workers at every level of the organization, and Uponor strives to always do the right thing not only for the customer and the environment, which is important to me, but also for the employees. I find our industry in general to be full of great people that are inspiring and motivating and I always look forward to seeing at events - hopefully soon!

What is the best career advice you ever received? Hire people that you feel are better than you in certain aspects or have strengths you don't possess. Inspire and motivate them to want your position. You will both learn new things along the way, and you can help elevate their career - which is a true leadership skill.

If you could go back in time and give your younger self career advice, what would it be? Criticism in the workplace is most often constructive. You just have to view it that way...

What is the most unusual job you have ever had (in any industry)? Nothing extremely unusual but selling insurance at a young age in the agriculture sector has a scary and harrowing story to it. It involves a 20-year-old naïve girl and a stalker.

What do you look forward to professionally/where do you see yourself going? The word "content" seems lackluster, but I am very happy where I am in my career, and the network and associations I am involved in. If anything, I look to play a bigger role in volunteer work that relates to industry (Habitat for Humanity) and advocate for underprivileged or underfunded sectors.

What energizes you outside of work? Cliché to say, especially during these times, but my friends and family are so fun to be around. Always coming up with new and exciting things to do or talk about. They all make me step outside of my comfort zone or think in a different perspective.

Do you have personal goals/dreams that you're working towards? As a 20-something I always had a checklist. Make \$XXX salary by the time I am 30. Check. A new number for 40 years old. Check. Have my house paid off by a certain year ahead of the mortgage maturity date. It was always financially focused. During Covid lockdowns and restrictions my perspective has changed dramatically. Now I am focused on living my best life in experiences. I want to travel to the places I only talk about going to. Spending more time with cousins that I haven't seen much since we were kids. Spend the money and do the things that bring me joy now, not put it all into an RRSP for later.

What is the biggest obstacle you've had to overcome? It's something that will be an obstacle likely to never be overcome unfortunately. Mental health is being brought to the forefront in an alarming rate right now across the world, but even prior to covid I have someone I love immensely that struggles with it every day. There is so much anguish and fear and uncertainty that goes with trying to be there for someone in those times. I guess you can look at it that every day we overcome it in a small way by not letting it carry that person away.

What is your "superpower"/what are you really good at? Making people laugh in sad, desperate, lonely, or seemingly hopeless times. Wow - between my last response and this one I sure don't seem very funny now huh?

How do you challenge & inspire yourself to grow? Always stay open to other opinions, advice and perspectives.

How would you/what would you say to attract other women to join our industry? Tell my story basically as I have done here. You can enjoy your job - even the same job for endless amounts of time if you surround yourself with good people and our industry is full of them. I have a story about the Humbolt Broncos and how people in our industry rallied around one family to help support and encourage them through it. That still brings tears to my eyes actually...

Are you willing to have readers connect with you? Yes: Nicole.Miller@uponor.com