

David H. Milledge, II
District Sales Manager – Cadillac
General Motors

David H. Milledge, II, is an experienced Sales/Marketing professional that thrives in roles where developing meaningful relationships are paramount. During his career he has been based in the Midwest, Mid-Atlantic and the South working for corporations that were either leaders or highly competitive in their respective industries.

David joined General Motors via its District Manager Training Program. Upon completion, he was assigned to the Chevrolet Brand as a District Manager for Sales and Service in Lexington, Kentucky. Today, David is a District Sales Manager for the Cadillac Brand in Raleigh, covering eastern North Carolina and the state of Virginia excluding the Washington Metro area. He is responsible for ensuring that his dealerships achieve their sales targets for New Car and Certified Pre-Owned vehicles. Additionally, he serves as the primary liaison between the Cadillac Brand and his dealers for training, marketing, digital strategy, and incentive programs. Prior to this assignment, David served as the District Manager Aftersales for the Cadillac Brand in Jacksonville, Florida. He managed service customer retention and satisfaction, as well as parts and labor sales targets across dealerships in southern Alabama, Southern Georgia, and the Florida Panhandle.

After obtaining his MBA, David was a Sales Agent for Liberty Mutual Insurance. David began his graduate study at the University of Pittsburgh's Katz Graduate School of Business, following his tenure at Caterpillar Inc. While at Caterpillar, he successfully completed its Technical Marketing Program.

David holds a Bachelor of Science degree in Sales & Marketing from Tuskegee University. While at Tuskegee, he was elected as the President of the Student Government Association. He was an active participant in campus life as a member of TUBE and Kappa Alpha Psi Fraternity, Inc.

David is passionate about mentorship, facilitating personal and professional connections, traveling and spending time with his family.