January 29, 2009

Pat Sherman
Center Grove and Greenwood Study Group
609 Treybourne Drive
Greenwood, IN 46142

Dear Pat:

I would welcome a chance to serve on one of the committees that will be researching the Center Grove/Greenwood areas for the Study Group. My interests are more toward the Governance, Infrastructure and Finance areas. My background includes having served for two terms on the Center Grove School Board of Trustees (1990-1998), a member and past president for seven years with the Center Grove Education Foundation, and a graduate of Leadership Johnson County (1998), as well as serving on various organizations and committees within the Center Grove Schools. I have lived in the Center Grove area for the past thirty years and I understand the need to study the many issues that are continuing to develop in a steadily changing community. I hope that my past experiences will be a good addition for one of the subcommittees that have been formed.

Sincerely,

Nancy Dunn

Nancy Dunn

NANCY J. DUNN

5171 Travis Road • Greenwood, IN • 46143

n.dunn@comcast.net

Home (317) 422.8669 • Office (317) 422.8662 • Cell (317) 908.4161

OBJECTIVE Application to serve on one of the six committees for the Center Grove area

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PROFESSIONAL EXPERIENCE

2008 – Present ONE2ONEMATE, Los Gatos, CA

Independent Educational Sales Consultant

Established the sales territories and developed leads in Indiana and Ohio for a new Linux laptop product for elementary students.

- Marketing efforts included sales presentations, phone and direct mail/e-mail campaigns
- Gained an increased knowledge of computer hardware and software products
- Extensive use of the Internet for research and prospective customer contacts

2007 – 2008 COIN EDUCATIONAL PRODUCTS, Toledo, OH

Independent Educational Sales Consultant

Continued my sales efforts in Indiana, Ohio, Kentucky, Illinois, Minnesota, Tennessee and Kansas.

1998 – 2007 COIN EDUCATIONAL PRODUCTS, Toledo, OH

Regional Sales Manager

Instrumental in growing sales for Coin Educational Products career guidance software and workbooks in Indiana, and maintaining accounts in Illinois and Kentucky.

- Built long-term relationships through a strong commitment to customer service.
- Excellent communication skills used to demonstrate products to district administration, counselors and teachers.
- Provided training, coaching, support and problem solving skills for Internet, CD software and workbook implementation.
- Required trade show presentations, marketing communications and phone prospecting.
- Gained new, larger school accounts:
  Indianapolis Public Schools
  Evansville-Vanderburgh Schools
  Gary Community Schools
- Knowledge of school governance and school finance.
- Visualized and communicated a custom adaptation to program designers and helped develop software to fit customer needs.
- Utilized excellent planning, detail and organizational skills

1997 – 1998 HANES & ASSOCIATES, INC., Indianapolis, IN
Area Manager
Responsible for marketing Dale Carnegie Training Systems in the southwest territory of central Indiana.

- Developed sales through good interpersonal and communication skills to executive levels of management.
- Completed the majority of Dale Carnegie classes.

1995 – 1997 NEWCOMER LUMBER & SUPPLY, Mooresville, IN
Inside Sales

- Responsible for counter sales and service, while learning lumber estimating with intent to move to outside contractor sales.

1994 – 1995 KOMPUTROL, INC., Cicero, IN
Marketing Representative

- Responsible for governmental software throughout Indiana, including hardware sales.
- Required sales presentations, phone prospecting and trade show participation.
- Knowledge of financial, inventory, cash flow, student and utilities management.

1978 – 1994 THE ROBERTSON CORPORATION, Brownstown, IN
Marketing Consultant

- Sales experience as an industrial marketer of extender wheat flour to major softwood and hardwood plywood mills.
- Required travel to mid-south, southeastern and northwestern areas of the United Sates.
- Developed and implemented presentations for all levels of management on product's statistical process and quality controls.
- Responsibilities included preparing advertising copy and articles for national and international publications.

EDUCATION INDIANA STATE UNIVERSITY, Terre Haute, IN
Bachelor of Science, Marketing

COMMUNITY INVOLVEMENT

1990 – 1998 **Center Grove Community School Board of Trustees**, Greenwood, IN

2000 – 2007 **Center Grove Education Foundation**, Greenwood, IN

1998 – Present **Leadership Johnson County**, Franklin College, Franklin, IN

- References Available Upon Request -