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## PROFESSIONAL PROFILE

I am a senior manager with a broad range of business development and sales and marketing skills and expertise. These were honed through successful field rep, field management and corporate positions and achievements. I have served as a strategic planner, product manager and national sales and marketing director. I have developed diverse sales programs, affiliate networks and distribution channels. My expertise is in positioning products, services and organizations to identify new markets and revenue-generating opportunities.

## ACHIEVEMENTS

- Business Development
- Sales and Marketing
- Market Positioning and Revenue Generation
- Project Director and Market Research
- Promotions and Public Relations
- Policy Lobbying and Teaching

**2005 – now** **Consultant**, *Development Associates*, WI

**2006 – 2008** **Executive Director**, *Peace and War in the Heartland*, MN

**2003 – 2005** **Project Director**, *National Health Network*  
*California Community Colleges Chancellor's Office*, CA

**2001 – 2003** **Research & Development Director**  
*California Community College Satellite TV*, Palomar College, CA

**1992 – 2000** **Partner**, *Development Associates*, CA

**1988 – 1991** **Vice President, Sales and Marketing**, *Xscribe Corporation*, CA

**1986 – 1988** **Director of Marketing**, *Network Development Corporation*, TX

**1984 – 1986** **President**, *Calso Communications*, Washington, DC

**1982 – 1983** **National Sales Manager**, *Daniels & Associates*, Denver, CO

**1978 – 1982** **Branch Manager**, *Worldbook-Childcraft, Inc.*, LA and Boston

**1973 – 1977** **Program Director**, *American Friends Service Committee*, CA

**1970 – 1973** **Program Director**, *Newman Center*, *University of Minnesota*

**1967 – 1970** **Instructor**, *San Francisco College for Women* (1967-1968)  
*Rosary College*, River Forest, IL (1968-1969)  
*St. Catherine's College*, St. Paul, MN. (1969 & 1970)

## *Education*

*B.A.* Philosophy, *St. John's University*, MN, 1966

*M.A.* Theology, *University of San Francisco*, CA, 1968

*Doctoral Studies* *University of California, Berkeley* and *Graduate Theological Union*, 1974-1978. "ABD" in Historical Studies.

*Certificate* Webmaster Certificate, *Palomar College*, 1999