

Deborah Susan Landry Milner
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Education

High School:	St. Charles Academy	1969
College	McNeese State University	1973-B.A. Speech & English 1975-M.Ed. Guidance & Counseling 1977-Certification in Administration Supervision

Work Experience

2008-2009 **Plato Learning, Inc.;** Account Manager, NC; Educational software company, K-12

2006-2008 **Epic Learning, Inc.:** Executive Director, Educational software curriculum company, 9-12. Brought in \$3M of the \$6M for 2007; repeated in 2008. Called on State/District Superintendents

2001-2006 **Scholastic Publishing Co.:** Account Executive/Territory Manager. Educational software and print company. I grew the Scholastic business over 300% within my 5 yrs. of employment. The first three years, I doubled sales each year prior.

In 2006, I achieved 120% of my READ 180 quota (focus technology product).

In 2005, I brought in the largest paperback order, \$800K, in our region.

In 2004, I received the award for “Best fought after sale”. Also, in 2004, I reached 113% of overall quota.

In 2003, I received the award for the salesperson with the greatest growth over the previous year.

2000-2001 **Barrett Kendall Publishing Co.:** Sales Representative. On-line educational textbook company. I worked strategically with the State Department of Education Directors, Superintendents, School Board members, Administrators, and Teachers. I was successful

securing BK's first on-line textbook a place on the Louisiana textbook adoption list

- 1997-1999 **Learn Time, Inc.:** As an independent representative, I was owner/manager of an educational business company representing many publishing/software companies, K-12, such as: McGraw-Hill Lifetime Learning, Contemporary Publishing, New Concepts, Computer Learning Works, Career Development Systems, etc. I worked very closely with State Departments of Education and all local area Superintendents.
- 1995-1997 **Steck-Vaughn Publishing Co.:** Sales Representative, K-12, Generated new accounts and maintaining existing ones in the Adult Education markets, I achieved between 110% - 120% of quota each year.
- 1991-1995 **St. Department of Education:** Program Manager. Worked with local area Superintendents across the State demonstrating methods to improve Professional Development for Administrators and Teachers. Worked very closely with teachers so as to improve methods of instruction to students.
- Supervisor of Adult Education: Advised Adult Education Centers across the State as to proper procedures necessary when implementing GED programs. I monitored/managed many Adult Education testing programs across the State, as well.
- Research and Development Program Manager: I was responsible for managing and monitoring beginning teachers by facilitating new methods to enhance communication and involvement with the school systems across the State. Principals and Senior teachers were advised of the best methods of Professional Development for beginning teachers.
- Supervisor of Teacher Certification: Duties included reviewing all credentials of certifications for all teachers in the State.
- 1986-1991 **Macmillan/McGraw-Hill Publishing Co.:** Sales Representative, Educational textbook company, K-8. I worked with Superintendents, School Board members, Administrators, teachers, etc. generating new accounts and maintaining existing ones. Sales were doubled for two consecutive years. I was a member of the Macmillan/McGraw-Hill's \$1M club.

- 1985-1986 **St. Joseph's Academy:** Asst. Principal/Academic Coordinator:
My responsibilities included testing, career counseling, advanced placement, scholarships, and scheduling of all students. I was also responsible for the Professional Development of teachers and staff members. I was chairman of the evaluation process of our school accreditation (SACS).
- 1975-1985 **DeQuincy High School and St. Louis High School:** As a Guidance Counselor, not only did I provide personal guidance, but I was responsible for conducting all testing programs, scheduling of all students, generating scholarships and finding qualified recipients, developing curriculum, preparing students for rally, etc. I conducted all career days and graduation ceremonies.
- 1973-1975 **Westlake High School:** Taught high school English and Speech; debate and drama coach

- * Administered different types of professional tests at Louisiana State University and McNeese State University
- * Worked in the Louisiana Legislature as an assistant to Senator James David Cain

Additional References upon request

Jerry Bunn – DPI, Project Manager, Technology and Information Services; (919)807-3308

Ric Culp – Pearson Education, Vice-President, Ric.Culp@pearson.com (201) 236-5547