

Resume of:

Paula J. Darnell
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Results-driven professional with broad experience in business development, sales force management, training, recruitment, and operational administration

Experience:

Director of Business Development/CEO

Books By The Bushel, LLC
March 2009-Present

Founded a children's book company that provides high quality, low cost children's books to non-profit organizations across the US
Manage the day to day operation of the company
Partner with non-profit organizations on IAL Federal grants
Applied for and received approved vendor status for Reading Is Fundamental

Business Development Manager

Books Are Fun, A Readers Digest Company
March 1998-March 2008

Hired and managed sales representatives in the Early Childhood Division
Pioneered the Reading Is Fundamental Program
Pioneered the Federal Grants Program

Field Sales Manager

Welcome Wagon, Inc.
August 1995-January 1998

Hired and managed sales representatives for the Ohio Region
Managed quarterly sales meetings

Volunteer:

Treasurer
Versailles Rotary Club
2013-Present

Board of Directors
Versailles Chamber of Commerce
October 2017-Present

Member Board of Trustees
Worch Memorial Public Library
April 2018-Present