

# Janet A. Donahue

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## Summary Resume

Sales and Marketing professional with diverse experience in financial services, technology and education/training industries. Commended consistently for creative problem solving, collaborative leadership and trustworthiness. Proven strengths in consensus building and effectiveness in negotiating across management challenges. Broad spectrum skills to think strategically and act tactically.

## Volunteer Commitments

### **Pet Partners**

**2009-2020**

National leader in demonstrating and promoting the health and wellness benefits of animal-assisted interventions with leadership in therapy animal programs for multiple species. Registered handler, licensed Team Evaluator

### **North Carolina Pet Partners**

Community Partner of Pet Partners. Educates, organizes community programs and evaluates human-animal teams. Board leader for 10 years, President for 8 years. Led 501(c)3 achievement. Handler for 10 years with volunteer service in Cone Health, local schools, senior care facilities, Hospice Kids Path, colleges/universities, Pet Responsibility for 4<sup>th</sup> graders, and other venues.

### **Other**

*American Red Cross*, donor and blood drive coordinator. *Girl Scouts*, multiple roles in programs and finance committee. *Home Owner Associations*, treasurer. Church, active in community service. *Alight Foundation*, mentor for breast cancer patients.

## Professional Experience Summary

### **IBM Corporation**

**2000-2009**

Performed varying roles to align marketing strategies to drive sales results in the Financial Services industry. Teamed globally and across lines of business.

### **Omega Performance Corporation**

**1994-2008**

Managed relationships with major bank clients. Led complex implementations. Managed Commercial Sales line of business leading marketing, product development and budget.

**Wachovia Corporation**

**1980-1994**

Senior Vice President. Teamed to lead sales strategy, articulate market needs in product development, research and internal training. Various roles over career.

**University Educator and Administrator**

Progressive career in university education specializing in teacher education

**Education**

University of North Carolina, Greensboro	MBA
University of North Carolina, Greensboro	MSPE
Miami University, Oxford, OH	BSEd