

# John F. Lane

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## **Western US District Sales Manager – Secondary Markets Pearson Digital Learning**

### **Profile**

Dynamic 21-year veteran of Education, Educational Software Consulting, Sales and Sales Management. Career reflects outstanding knowledge and record-breaking performance as a Public School Educator, Educational Consultant, a Digital Solutions Account Executive and Western US District Sales Manager. GOAL Academy School Board Member, Parent of a Colorado, Virtual School student and husband of a public school administrator.

### **Professional Experience**

**2009 – 2011 Learning.Com, Portland, OR**  
**Western US Sales Manager**

**2009 – 2011 Scientific Learning, Oakland, CA**  
**Western US Sales Director**

**2005 – 2009 Pearson Digital Learning, Chandler, AZ**  
**Western US District Sales Manager - Secondary**

**2004 – 2005 Pearson Digital Learning, Scottsdale, AZ**  
**NovaNET Account Executive**

**2001 – 2004**                    **Pearson Digital Learning, Scottsdale, AZ**  
**Digital Solutions, Senior Educational Consultant**

**1991-2000**                    **SAISD, SCISD, GRISD, SISD, & WISD, Texas**  
**Secondary Science Teacher & Athletic Coach/Coordinator**

### **Education, Training, Certification and Serving**

**B.S., Kinesiology/Biology (1991)**  
Sul Ross State University, Alpine, TX

**12 Graduate Hours Educational Mid-Management (1994)**  
Sul Ross State University, Alpine, TX

**MBA, General Business (2006)**  
Capella University, Minneapolis, MN

**Lifetime Texas Teacher Certification, 1991.**

**Colorado Virtual GOAL Academy School Board Member and Board Secretary**

**Extensive Professional Training in Consultation and Sales, Relationship Building, Leadership and Mentoring and Performance Management.**