

Barbara P. Ingram
1053 Snapdragon Lane
Foley, Alabama 36535
251-978-8572

Work History

Main Street Greenwood, Inc.

Executive Director 2003 -2005

As Executive Director of Main Street Greenwood, Inc. my duties included office and budget management; special event organization; coordination and management; political liaison; membership recruitment; grant solicitation and management; fund raising; marketing and promotion. During this period over \$30 million in new investment took place in downtown Greenwood, and the main street area was successfully branded as a high end residential, commercial and corporate community as well as a high end destination tourism locale.

Special grant and fund raising efforts brought in over \$250,000 to downtown during 2004 and 2005. Downtown redevelopment efforts contributed greatly to Greenwood being named one of "Ten Really Cool Small Southern Markets" by *Southern Business and Development Magazine*.

Dr. Beverly Smallwood Magnetic Workplaces, Inc.

Marketing Director 2001-2002

As Marketing Director, I provided comprehensive marketing services for Dr. Beverly Smallwood's non-patient related activities such as motivational speaking, training, and other personnel related services.

Other

I have represented Mississippi at numerous national corporate recruiting events with the Mississippi Development Authority in an effort to bring major corporate real estate projects to Mississippi. Although Alabama's corporate recruiting process is different, I still have the opportunity on a regular basis to interact with state and national economic development executives and with corporate officials

Education

University of Southern Mississippi

Additional Sales Related Training Courses

Entergy

Product Sales Training I & II

Integrity Selling

Sales Certification

Customer Mapping

Call Reluctance

Strengths

I am a highly motivated person who requires little or no supervision. I am a professional, self-starter, a team player and a people person. I am very focused and will get the job done.

Extra-Curricular Activities

Recipient of Entergy Mississippi's 1st, Annual Community Service Award
(one of ten recipients from a four state area)

Past Board Member, Rankin Health Foundation League, Brandon, MS

Past President, Associates Council, Homebuilders Assn. of Jackson, MS