



South Central Service Center

Linda Dillard
Account Executive

Dallas, Texas
214-966-5566
ldillard@uis-usa.com

EDUCATION:

Delta State University
Cleveland, Mississippi
Bachelor of Fine Arts – Commercial Design

EMPLOYMENT HISTORY:

Unified Investigations & Sciences, Inc.
Arlington, Texas
Account Executive
2011 – Present

Coca-Cola Refreshments
Dallas, Texas
Territory Account Manager
2008 – 2011

Veolia ES Technical Solutions, LLC
Dallas, Texas
Regional Account Manager
2006 – 2007

Verizon Business
Dallas, Texas
Sales Specialist
1994 – 2006

EMPLOYMENT HISTORY (CON'T):

Office of US Senator Trent Lott
Jackson, Mississippi
Staff Assistant
1992 – 1993

Georgia-Pacific Corporation
Atlanta, Georgia
Product Specialist / Paralegal
1991 - 1992

SPECIALIZED TRAINING:

- Adobe Creative Suite, Photoshop, Multimedia, Illustrator, CS4, CS5 – Richland College, 2009-2011
- Collaborating with Value - Coca-Cola Refreshments, 2010
- Computer Training: AS400/ Basis, Margin Minder, Design Machine – Coca-Cola Refreshments, 2009
- Acclivus & Sales Management Training – Acclivus, 2006
- Language of the CIO, Financial Acumen, Business Acumen – Verizon Business, 2006
- Sales Management & Effective Selling, 2005
- Solutions Sales - MCI, 2004
- DISC / INSIGHTS- MCI, 2004
- Web Conferencing Delivery, Sales Negotiations-MCI, 2003
- CRM/ Seibel- MCI, 2001
- Miller Heiman Strategic Selling-WorldCom, 1998
- Franklin Covey Time Management, Spin Selling- WorldCom, 1997
- Train the Trainer- WorldCom, 1995
- Georgia-Pacific Inspection Certification- Georgia-Pacific Sponsored American Plywood Association, 1991

SPECIALIZED TRAINING (CON'T):

- Paralegal Certification, Specialty in Litigation with Training in Legal Research, Real Estate and Probate, Corporations, and Computer Literacy – Lawyer’s Assisted Program of the National Center for Paralegal Training (*ABA Approved*), 1991
- Dale Carnegie, Zig Ziglar Sales, Time Management & Organization Skills Training, Marketing Seminar – LDDS Trainings & Seminars from 1988-1990
- Customer Service Certification- BellSouth, 1988