

**Committee: London Public Library Board Trustee Position**

Organization/Sector represented:

Name: **Barbara L. Wilson**

Occupation: **Corporate Sales Training & Development**

Work experience: **My career at 3M Canada has included a number of roles - Marketing Manager, Sales Manager, Business Manager, Change Management. In my current role, I am responsible for setting the strategy and curriculum for 3M Canada's organization, onboarding and mentoring programs.**

Education: **Bachelor of Arts, Western University Commercial & Administrative Studies I have taken a number of courses related to management, sales, negotiation, and coaching.**

Skills: **Negotiation skills - which starts with understanding the needs of each stakeholder. Coaching and mentoring - formally and informally. Strategic planning, development and execution. Management skills - people management & change management.**

Interest reason: **I have been an avid reader all my life, and believe in the value of reading. I read for enjoyment, for personal development, for understanding, for learning. This opportunity would allow me to use my skills and experience to manage/endorse/promote reading & associated resources offered by the library, as well as look to the future and ensure relevancy.**

Contributions: **I would like to be an advocate for the community in ensuring their interests are met but also that the community understands the value of the library, the value of reading, and the resources that are available to them.**

Past contributions: **COPA - Canadian Office Products Association Board of Directors  
London Condominium Corporation Board of Directors  
3M Canada Sales Advisory Council**

Interpersonal: **Many of my roles at 3M Canada have been customer-facing. Developing and maintaining solid relationships with customers is essential. Understanding their needs and goals and working with them to develop strategies that are amenable to both stakeholders is essential to a working partnership. From an internal perspective, working with various business groups requires an understanding of their goals/strategic plans and developing forward-looking initiatives that are aligned corporately.**

Interview interest: **Yes**