



Sharmen May Gowens
Advertising Sales Development Manager
The Atlanta Journal-Constitution

Sharmen May Gowens, Advertising Sales Development manager with The Atlanta Journal-Constitution, began her career with the newspaper in 1976 in an entry-level position in the ad sales department. In 1987, she was promoted to Outside Sales manager (Advertising), the first African-American to hold this position at the AJC. Her leadership skills and ability to influence others coupled with her business acumen contributed to her corporate climb and continued growth.

In 2000, she was promoted to Sales Force Automation manager, serving as a liaison between the sales department and IT to help through the changing technology era; due to expansion of this role, her job was re-titled Advertising Sales Development manager in 2003. She is responsible for driving the sales department's efforts in specialty sales and special projects. Her leadership has resulted in the success of numerous sales efforts undertaken by the sales force of more than 130 people.

She has led her company's effort in several community-related capacities. She co-chaired the Empty Stocking Fund in 2001, exceeding the company's goal; and has chaired the Leadership Breakfast for United Way for 3 years, where she uses her excellent speaking skills and power of persuasion to compel the officers and managers to support the United Way campaign.

She is active both in her church and the community. She attends Community Church of God, where she has served as church treasurer, superintendent of Sunday school, on the Board of Christian Education, Sunday school teacher, and greeter. She established a scholarship in memory of her mother and through her church has awarded a scholarship to a deserving student every year since 1990.

In the community she has served as Board member and Vice President of the South DeKalb Business Association, a member of the DeKalb Chamber of Commerce, and as a Board Member of R&R Kids, Inc., a service organization designed to help to instill respect and responsibility in youth; PTSA President at Frederick Douglass High School(2002-2004); past secretary and membership chair of The Atlanta Business League, and currently on the Board, serving on the Membership Committee. She is a 2003 graduate of United Way's Volunteer Involvement Program (VIP).

A graduate of The University of Georgia with a degree in Public Relations, she is married and has two sons, Donald Jr. and Nicholas.