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# DEBORAH DOTSON

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LINKEDIN.COM/IN/DEBORAH  
DOTSON/

SCAN ME



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## SKILLS

LEADERSHIP, SALES  
COLLABORATION,  
ORGANIZATION, TRAINING  
TIME MANAGEMENT,  
MOTIVATIONAL,  
TEAM PLAYER

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## EXPERIENCE

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### ADJUNCT PROFESSOR NATIONAL UNIVERSITY AND UMGC

JULY 2019 - PRESENT

Prepare and deliver course content with excellent communication skills, both verbal and written; Employ a range of appropriate teaching strategies to foster student learning and assessment; stimulate class discussions and other active learning activities with relevance; Provide timely feedback to students' questions and grading assignments; Demonstrate a passion for using current and emerging educational technologies in the classroom; Collaborate with full-time faculty and staff to ensure a positive learning experience for all students. Assist in instructional design and as a Capstone Evaluator.

### REGIONAL SALES CHANNEL MANAGER EDUCATIONAL SERVICES DIRECTOR BOXLIGHT INC.

JULY 2016 – APRIL 2020

**Closed largest single school district deal worth \$12 million** over 5 years. Effectively managed multi-state territory to develop, build and maintain successful channel partnerships in the K20 educational technology market, including displays.

### INSTRUCTIONAL TECHNOLOGY TRAINER/COACH CLOVIS UNIFIED SCHOOL DISTRICT

MARCH 2014 – JULY 2016

Utilizing effective modeling, coaching, and continuous encouragement, actively engaged classroom teachers to assimilate new technology hardware and software into their instructional delivery. Worked side by side co-teaching for full implementation. Trained teachers on tools including Google G-Suite, Microsoft Office 365, and district apps. Modeled the use of technology, coaching teachers, digital innovation, and technology implementation to entire district via regular professional development sessions.

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## ADDITIONAL EXPERIENCE

CLASSROOM TECHNOLOGY CONSULTANTS, OWNER  
2008 – PRESENT

SNAP! LEARNING  
DIRECTOR OF BUSINESS DEVELOPMENT  
2012-2013

LOGICAL CHOICE TECHNOLOGIES  
SENIOR ACCOUNT MANAGER  
2006-2011

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## HIGHLIGHTS

Extensive wide-ranging business experience emphasized by a history of exemplary professional accomplishments in a range of leadership, management, and sales in healthcare, education, and display technology.

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## EDUCATION

- **M.ED/TECHNOLOGY – 2019**  
**WESTERN GOVERNORS' UNIVERSITY**
- **TECHNOLOGY INTEGRATION GRADUATE CERTIFICATION -2010**  
**BOISE STATE UNIVERSITY**
- **B.A. – MANAGEMENT -2003**  
**FRESNO PACIFIC UNIVERSITY** WITH HONORS

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## COURSES/CERTIFICATION

Coursework in Online Learning Design, creating a Digitally Accessible Website, Leadership, Supervision, Diversity, Inclusion, Team Building, Motivating and Optimizing Performance, Building Trust, HOA Leadership, Sales Management, Business Law, Workplace Perception, Time Management, Insurance Services, Workplace Safety, and Graphic Design

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## VOLUNTEER EXPERIENCE

Currently serve as a Board Director for the Golden Rain Foundation, an HOA board with an annual budget of \$110 million. Work with Seniors to learn technology, and host a locally produced TV show “Let’s Talk Tech”

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**“BE THE CHANGE YOU WANT TO SEE”**

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