

## HIGHLIGHTS

Extensive wide-ranging business experience emphasized by a history of exemplary professional accomplishments in a range of leadership/management/sales in healthcare, education, and display technology. Currently teaching (online/in person/hybrid) and providing interactive presentations to learners virtually and host a monthly local TV show on technology for Seniors.

## PROFESSIONAL AND TEACHING EXPERIENCE

**University of Maryland Global Campus**– Assistant Adjunct Professor– Feb 2020 – present (contract)  
PACE 111S (Health Sciences) and PACE 111T (Technology)

Facilitate training related to college success skills; Actively engage students through frequent interaction that motivates them to succeed, by conveying a genuine energy and enthusiasm for their learning; Guide students in active collaboration and the application of their learning in problem and project-based learning demonstrations; Deliver rich and regular constructive feedback, utilizing rubrics effectively for the assessment of student work, and acknowledging student accomplishments; Demonstrate relevant and current subject-matter expertise, and help students connect their chosen program with their personal and career goals; Provide feedback to program chair on curricular improvements.

**National University** - Adjunct Professor July 2019 – present (contract)

School of Engineering and Computing

Courses: Office Productivity; Information Technology Management; Computer Hardware and Software

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.

**Boxlight Inc.** July 2016 to April 2020 (role eliminated because of pandemic)

**Educational Services Manager** - Project Management and Curriculum Designer for Robotics lesson content and content curation; PM for Mimio Moovly - classroom video creation; Development of online training and other PD services. Lead execution of strategic plans, including EOS product development. Sales enablement and support for demos, webinars, proposals. Represented the company at conferences, tradeshows, provided skill demos and sales activities. Consult with district leadership on instructional technology goals and help design effective solutions for classrooms.

**Regional Channel Sales Manager** – 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. Recruited new partners and provided team motivation and ongoing training. Collaborated with teams to develop and execute dealer strategies which delivered exceptional customer service. Coordinated and managed trade shows and conducted demos, presented training and education on sales, customer service, products, markets, technical knowledge, and procedures to internal and external customers. Forecasted sales, measuring key business metrics. Identify and drive major opportunities, answer RFP/RFI. Researched competitive solutions.

**Classroom Technology Consultants – Owner – 2008 - present (freelance)**

Contract professional development provider for multiple types of software, apps, Google, Microsoft, Classroom Management, Design Thinking, Digital Citizenship, Robotics; Classroom Redesign, implementation, and customized training programs. Highly skilled and engaging presenter.

**Clovis Unified School District -Instructional Technology Trainer – June 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. By means of solid teaching strategies coupled with guided instruction taught classified staff to use technology to perform job functions. Modeled the use of technology, coaching teachers, digital innovation, and technology implementation to entire district via regular professional development sessions. Developed digital curriculum to meet state standards. Created and assisted the afterschool program in using project-based learning activities for STEM based on the concept of a Makerspace activities, such as the use of Little Bits for design, and coding for critical thinking. Authored an award-winning grant to create a Makerspace “STEAM Trunk” of creative tools for teacher/student use. Developed and maintained tech team website.

**SNAP! Learning –Director of Business Development - August 2012 to July 2013**

Developed go to market-based sales and business development approaches for a technology start-up. Built strategic partnerships and channels both on the supply side and customer side. Identified and secured new business opportunities to reach profitability. Created sales plans and administered execution along with producing sales and marketing procedures. Managed advertising, tradeshow, and branding as well as designing website content, and social media presence. Mentored three marketing interns from Fresno State University providing them progressive responsibilities and the ability to practice what they learned. Hired and trained sales representatives. Trained product users on platform.

**Logical Choice Technologies Inc. Senior Account Manager - Jan 2006 to Nov 2011**

Managed entire sales cycle from lead generation to post-sales support in multiple school district accounts, creating long term relationships and partnerships with individuals, schools, and districts throughout CA. Represented educational technology hardware and product lines including audio visual products, interactive whiteboards, displays, projectors, curriculum development software, web-based online content, school security, professional development, and integration services. Skilled negotiator in complex sales with multiple stakeholders, familiar with public bid processes. Professional development provider for software/hardware. Managed all California trade show and event coordination, management, and participation.

## **EDUCATION**

- Western Governors University- 2019
  - M.Ed. – Learning and Technology
  - Excellence Award: Annotated Bibliography
- Boise State University-2014
  - Graduate Certificate -Technology Integration Specialist (honors)
- Fresno Pacific University -2003
  - B.A. – Leadership and Organizational Development (honors)

## CERTIFICATIONS

Blackboard LMS Certified  
 California Substitute Teacher – CTE - 2013-present  
 Certified National Trainer for Time to Teach™  
 Code.org Certified Teacher  
 Google Certified Educator - Blockchain ID: 628226 exp 7-2022  
 Mimio Studio Educator  
 Trainer – Mimio Expert, Smart Notebook, Promethean ActivInspire  
 Certified Medical Assistant

## CONTINUING EDUCATION

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

## TECHNOLOGY SKILLS

Business Tools: MS Office 365, G-Suite; NetSuite; Zoom; Teams; GoToMeeting; Hubspot  
 Education Tools: Google Classroom, Packback, Kahoot, Quizlet, Pear Deck, Near Pod, Moodle, Blackboard, Canvas, Adobe Captivate, Kaltura, Screencastify, Flipgrid, Common Sense Media, BrainPop, Quizziz, Alludo, Aurasma, Freckle, Wix, WordPress, Weebly, Symbaloo, Panopto, Thinkific, Turnitin  
 Social Media: Twitter, Facebook, LinkedIn, Instagram, TikTok

## PRESENTATIONS AND PUBLICATIONS

Village TV – “Let’s Talk Tech” – monthly show  
 Cybersecurity and You (Village Breeze -June 21)  
 Collaboration in the Digital Classroom Virtual Conference Feb 2020 – Video Use in K12 Classroom  
 San Diego USD – System Implementation Training – August 2019  
 California League of Schools – 2018 – STEAM Playground  
 California League of Schools – 2017 – Goo-Goo Google – Baby Steps  
 CUE Fall Conference 2016 - Code Is Not a Four-Letter Word  
 ISTE Conference 2016 – Co-Presenter/Makerspace on a Budget  
 Tech Boot Camp 2016 – Using Web Based Tools for Test Practice  
 Tech Boot Camp 2016 - Goo-Goo Google – Baby Steps  
 CUE Fall Conference 2015 – Digital Citizenship  
 Tech Boot Camp 2015 – Office Mix  
 Tech Boot Camp 2015 – Say Yay to Sway  
 CUE Conference 2013 – Digital Reading Intervention  
 CUE Regional Conference 2011 - Augmented Reality for PreK Students  
 CVCUE Conference 2010 – Assessment Is Just a Click Away  
 ETC! Conference 2009 – Using Interactive Technology Effectively  
 CUE Conference – 2007 – Using Interactive Technology to Engage Students

## AFFILIATIONS

Golden Rain Foundation (GRF) – HOA Board Director (\$110 million annual budget)	2020-present
CUE (formerly Computer Using Educators)	2007-present
CVCUE Board Member – Secretary	2016-2019
Fresno Women’s Network – Newsletter Chair	2004-2005
Good Samaritan Society Board Member	1990-1998

**REFERENCES** – available upon request