

HIGHLIGHTS

Extensive teaching (online/in person/hybrid) and wide-ranging business experience accentuated by a history of exemplary professional accomplishments in a variety of management/sales/marketing roles.

Eager to inspire and guide learners to apply critical thinking and create an environment which provides optimum opportunities to reach success in their educational endeavors.

PROFESSIONAL AND TEACHING EXPERIENCE

University of Maryland – Assistant Adjunct Professor– Feb 2020 – present (contract)
Global Campus - Pace Program -Health and Sciences

Online program for first term students; Actively engage students through frequent interaction that motivates them to succeed, and convey 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; Provide 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 your program chair on possible curricular improvements.

National University - Adjunct Professor July 2019 – present (contract)
School of Engineering and Computing, Department of Computer Science and Information Systems

Prepare and deliver course content with excellent communication skills, both verbal and written; Employ a range of suitable teaching strategies to foster student learning and assessment.; stimulate class discussions and other active learning activities; 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.

Clovis Unified School District - Substitute Teacher K-Adult - 2014-present

Enthusiastically engage and motivate students by capturing and keeping their attention with grade dependent interactive lessons, lively discussion, reflection, and hands on inquiry, keeping them on task, aligned to pacing, and up to date with instruction. Guide and coach students to effectively use technology. Responsible for classroom management and student safety. STEM training.

Boxlight Inc. July 2016 to April 2020 (Job eliminated/COVID19)

Educational Services Manager - Project Management and Curriculum Designer for Robotics lesson content and content curation; PM for MimioMoovly - 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. Represent the company at conferences, tradeshow. Consult with district leadership on instructional technology goals and help design effective solutions for classrooms.

Regional Sales Manager - Effectively managed multi-state territory to develop, build and maintain successful channel partnerships in the K20 educational technology market. Recruited new partners and provide team building, nurturing, motivation, and conduct training to teams. Collaboratively worked with teams to develop and execute dealer strategies which deliver exceptional customer service. Coordinated and managed trade shows and conduct demos, present 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)

Free-lance 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. Actively delivered more than 2000 hours of professional development to adult learners at K-20 schools and districts using both onsite and online instruction. Approved Microsoft Voucher Provider (reference-based award).

Clovis Unified School District -Instructional Technology Trainer – June 2014-July 2016

Used effective modeling, coaching, and continuous encouragement, to actively engage classroom teachers as they were trained 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. Modeling 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, 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. Handled all California trade show and event coordination, management, and participation.

EDUCATION

Western Governors University- 2019

M.Ed. – Learning and Technology

Capstone: Infusing Technology into Teaching

Excellence Award: Annotated Bibliography

Boise State University-2014

Graduate Certificate -Technology Integration Specialist (honors)

Project: Instructional Design Project-Google Classroom

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
 Mimio Studio Educator
 Trainer – Mimio Expert, Smart Notebook, Promethean ActivInspire
 Certified Medical Assistant

CONTINUING EDUCATION

Coursework in Online Learning Design, Leadership, Supervision, Diversity, Team Building, Motivating and Optimizing Performance, Building Trust, Sales Management, Business Law, Workplace Perception, Time Management, Insurance Services, Workplace Safety, and Graphic Design

TECHNOLOGY SKILLS

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

PRESENTATIONS

Collaboration in the Digital Classroom Virtual Conference Feb 2020
 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

Red Cross Community Outreach and Disaster Volunteer	2019-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