

**David A. Erickson**  
**Lecturer in Management**  
**Director of Small Business Development Center**

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**I. EDUCATIONAL BACKGROUND**

- BBA University of Texas at Arlington -1980 - Marketing
- MBA Angelo State University - 1998 - Management
- ACBSP Professionally Qualified to teach in Retailing and Small Business Management

**II. TEACHING EXPERIENCE**

**Spring 1999 to Present.** Lecturer in Management, Department of Management and Marketing, Angelo State University. Develop and Instruct undergraduate courses in Retailing, Marketing and Management. Coordinator of Internship program during various periods.

**Fall 1998 to Spring 1999.** Instructor Howard College of San Angelo Division of Business. Instructor of Retailing and Advertising courses.

**III. PROFESSIONAL EXPERIENCE**

**January 2005 to Present.** Director of ASU Small Business Development Center. Oversee staff of 5 professionals delivering business counseling and training to small businesses in the 10 county area. Assist in area economic development. Key economic development arm of the ASU College of Business.

**October 1999 to January 2005.** Senior Business Development Specialist. Advise small business clients on many business issues and problems. Develop and deliver business training seminars and workshops on various topics. Assist area economic development organizations. Act as Assistant Director of center when needed.

**November 1994 to July 1997.** Group Store Director, Payless Cashways Building Materials. Responsible for three store retail group in West Texas and Las Vegas, Nevada. Volume of \$42 million and 230 employees. Reported to Regional Vice-President.

**August 1985 to November 1994.** Store Manager, Payless Cashways Building Materials. Responsible for store operation of \$14 million retail store and 86 employees. Reported to District Manager.

#### **IV. RESEARCH PROJECTS**

- **A Study in Factors Influencing Membership of the ASU Ex-Student Association, 1998**
- **Small Business Employee Health Insurance Needs Survey, 2001**
- **Factors Influencing Small Business Advertising, 2003**

#### **V. PROFESSIONAL MEMBERSHIPS, CERTIFICATIONS AND ASSOCIATIONS**

- **Board of Directors, Concho Valley Workforce Development Board**
- **Board of Directors, Concho Valley Center for Entrepreneurial Development**
- **Chamber of Commerce Economic Development Council**
- **Professional Certified Marketer, American Marketing Association**
- **Human Relations and Effective Speaking, Dale Carnegie**
- **Certified Business Advisor IV, SBDC**