

David A. Erickson

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San Angelo, TX 76904

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Professional Qualifications

Experienced, results oriented, creative, and resourceful manager/leader with single unit and multi-unit experience. Strengths include problem solving, project management, human resources, team building, and customer service. Excellent written and oral communication skills.

Seventeen years teaching as adjunct faculty (one class each semester) with Angelo State University's Norris Vincent College of Business.

Professional Experience

2005 - 2023 (retired) Angelo State University-SBDC San Angelo, TX Director of Small Business Development Center (SBDC)

- Responsible for all aspects of Small Business Development Center (SBDC) operation including small business advising, small business training, staff development, planning, budgeting, financials, etc. Led team of 8-10 professional staff members.
- **Adjunct faculty**, Angelo State University, Department of Management and Marketing.

1999 - 2005 Angelo State University-SBDC San Angelo, TX Senior Business Development Specialist (SBDC)

- Provide business counseling to new and existing small businesses.
- Coordinate, develop, and help deliver small business seminars.
- **Adjunct faculty**, Angelo State University, Department of Management & Marketing.
- Professionally qualified to teach retailing and small business management courses.
- Former Instructor, Division of Continuing Education, Angelo State University

1998 Howard College San Angelo, TX Instructor

- Adjunct Instructor, Business Department

1996 - 1997 Payless Cashways Building Materials Las Vegas, NV Group Store Director

- Responsible for autonomous two-store retail group, including overseeing the opening of a new 90,000 sq. ft. prototype store. Both stores have multi-acre lumberyards. Volume of \$35 million with 120 employees, serving both retail and professional customers. Reported to Regional Vice-President.

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1994 -1996 Payless Cashways Building Materials San Angelo, TX
Group Store Director

- Responsible for autonomous three-store retail group with stores in San Angelo, Abilene, and Wichita Falls. Included overseeing the opening of a new 75,000 sq. ft. prototype store. All three stores have multi-acre lumberyards. Volume of \$42 million with 230 employees, serving both retail and professional customers. Reported to Regional Vice-President.

1988 -1994 Payless Cashways Building Materials Lewisville, TX
Store Manager

- Responsible for all aspects of 28,000 sq. ft. store and 4-acre lumberyard. Volume of \$14 million with 86 employees. Autonomous. Reported to District Manager.

1985 -1988 Payless Cashways Building Materials Garland, TX
Store Manager

- Responsible for all aspects of 20,000 sq. ft. store and 4-acre lumberyard. Volume of \$9 million with 63 employees. Reported to District Manager.

Education

1998 Angelo State University San Angelo, TX
Master of Business Administration-Management

1980 University of Texas at Arlington Arlington, TX
Bachelor of Business Administration-Marketing

1989 Dale Carnegie Dallas, TX
Human Relations and Effective Speaking Course

Certifications

Professional Certified Marketer™, American Marketing Association

Awards

- 2023 San Angelo Chamber Phil Neighbors Spirit of San Angelo Award
- 2021 San Angelo Chamber Chairman's award for outstanding community contributions
- 2020 San Angelo Chamber Chairman's Award for outstanding community contributions
- 2010 ASU College of Business Staff Excellence Award

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Activities

- Friday Rotary Club, San Angelo
- Leadership San Angelo graduate
- Numerus leadership committees for the ASU Norris Vincent College of Business, such as Leadership, Strategic Planning, and Accreditation committees

Past Activities

- Board of Directors, American Red Cross, Lewisville, TX
- Board of Directors, Concho Valley Council Boy Scouts of America
- Board of Directors, San Angelo Chamber of Commerce
- Board of Directors, Concho Valley Home for Girls/Children's Emergency Shelter (President of Board 1997-1999) San Angelo
- Board of Directors, Leadership San Angelo Association
- Board of Directors, San Angelo Rotary Club
- Ex Officio Board of Directors, San Angelo Chamber of Commerce
- Ex Officio Board of Directors, Downtown San Angelo Inc.
- Ex Officio Board of Directors, The Business Factory (Business Incubator) San Angelo

References

Available upon request