

## Jason W Emory

### Education

**Master of Education**  
**Career and Technical Education**

Eastern New Mexico University, Portales, New Mexico  
Current

The Master of Education with an emphasis in Career and Technical Education enables instructors and trainers to obtain the academic experience needed to excel in a career and technical education classroom. This program prepares career and technical education instructors and trainers to teach in community and technical colleges, trade and technical institutes and in business and industry settings.

**Bachelor Science**  
**Business- Sales and Sales Management**

Western Governors University, Salt Lake City, Utah  
August 25, 2017

The Bachelor of Science in Sales and Sales Management is a competency based program that enables students to earn a Bachelor of Science degree. The Western Governors University of Texas Bachelor of Science in Sales and Sales Management program is content based on the knowledge and skills that provide expertise in the areas of sales and sales management. It is a self-paced, intensive preparation degree program that prepares students for a career in sales or sales management. The emphasis of the program is to develop more effective sales personnel and managers for businesses and other organizations. It provides the knowledge and skills that prepare students for a variety of careers. Topics include training, organization, technology integration, managing sales performance, and handling conflict and ethical situations.

### Professional Experience

**Frank Phillips College**  
**Director of Industrial Education**

Borger, Texas  
September 2018 - Present

The purpose of the Director of Industrial Education is to monitor, supervise and evaluate program work activities of the Career Technical Education (CTE) team within the context of Industrial trade programs, CTE course sequencing and program approvals, and other state and federal interagency activities which advance career technical education, career guidance and career options for Frank Phillips College and area high school students that participate in dual credit programs. Duties include, but are not limited to:

- Leads and manages a team of personnel to support program development and execution followed by completion of program documentation and improvement action plans.
- Creates a specific strategic plan for work to be accomplished to meet requirements of the program/project being managed.
- Develops, produces and assigns course materials to instructors and evaluators.
- Sets priorities based on organization and departmental goals.
- Reviews research data, evaluates proficiency and makes recommendations for improvement.
- Conducts needs assessments.
- Ensures accreditation and certification requirements are being met.
- Conducts teacher observations.

## **Jason W Emory**

- Serves on various internal and external committees.

## **Frank Phillips College**

**Instructor of Career and Technical Education**

Borger, Texas

January 2018 - Present

Responsible for instructing a variety of courses from the manufacturing CTE career cluster with an emphasis on basic electronics courses. Direct and evaluate the learning experiences of the pupils in all activities sponsored by the school, and provide guidance to the pupil in which promote his welfare and his proper educational development. Maintain accurate pupil accounting records in compliance with local and state requirements. Administer the classroom and its program of organization and management, and to provide for the care and protection of school property and to be held accountable for all equipment issued to him/her. Participate in the planning and evaluation of the school program, and to work cooperatively with the department head in the development of techniques and in the improvement of instruction. Keep abreast of scholarly productions and research studies in the field of teaching, and to take part in the staff development program of the school.

## **US Army**

**Communications Security Equipment Repairer**

Army Signal School Fort Gordon, GA

October 1990-September 1995

While serving at multiple duty stations over 5 years in the Army on active duty and 3 years in the Louisiana National Guard. I obtained two Military Occupational Specialties, 29S20 and 35E, with 3 additional skill identifiers, G7 (Full Maintenance), F20 (KG81 Repair) and F21 (Tri-Tac Equipment Repair). Additionally, completing two leadership courses, Primary Leadership and Basic Noncommissioned Officer. My total training from my military service equates to approximately 34 credits at Lower Division Baccalaureate Level in electronics, training and leadership according to a Joint Services Transcript and the American Council on Education.

A brief description of duties performed over my career in the military are as follows (excerpt taken from a description on Joint Services Transcript) Performs, repairs, or supervises direct and general support level maintenance in radio receivers, transmitters, COMSEC equipment, and associated equipment. Uses multimeters, oscilloscopes, waveform generators, and spectrum analyzers to troubleshoot and repair radio communications systems equipment and subassemblies; adjusts, aligns, and replaces defective components and boards; performs bench equipment tests to verify operability of repaired equipment; uses computer-automated diagnostic tests to isolate faults. Performs complex and multi failure tasks; supervises, and provides technical and procedural assistance to subordinates; performs final or quality control inspection of repaired equipment and keeps detailed records of equipment maintenance; controls the accounts for cryptographic items within the facility. I served as an equipment repair technician while serving in Worms, Germany. Once promoted to Sergeant at my duty station at Fort Bragg, NC, I was placed in a supervisory position, leading a team of equipment repair technicians.

## **Forney Industries**

Amarillo Area, TX  
January 2016-January 2018

## **Jason W Emory**

### **Retail Sales Representative**

Administer the Forney Sales Plan and Initiatives in west Texas, the Oklahoma panhandle, western New Mexico, and the southeast corner of Colorado. Developing, communicating and executing territory pipeline. Expanding current programs and selling new programs. Implementing brand strategies. Meeting revenue and call and coverage goals. Develop customers advancing legacy to value to elite or destination. Selling Sales Focus Promotion Programs.

### **Buttery Hardware**

Amarillo Area, TX  
December 2014-December 2015

#### **Territory Manager**

Responsible for increasing sales and customers in west Texas, Oklahoma panhandle, and western New Mexico by consultative selling and differentiating Buttery Hardware from it numerous competitors already in the market utilizing their catalog of products and company website.

### **Coca-Cola Refreshments**

Amarillo Area, TX  
March 2008-December 2013

#### **Account Manager II**

Responsible for achieving sales objectives through the advance sale of product/brands and packages to Large and Small store customers, while assigned to various routes as determined by vacation and time off schedules.

**Transcripts and References available upon request.**