



**Curriculum Vita  
January 2026**

**Instructor:** Dr. Matt Daniel, Adjunct Instructor

**Academic Department:** College of Innovation and Design

**University Email Address:** [matthew.daniel@etamu.edu](mailto:matthew.daniel@etamu.edu)

**East Texas A&M University Addresses:**

Main Campus: PO Box 3011, Commerce, TX 75429-3011

Dallas Site: 8750 North Central Expressway, Suite 1900, Box 30, Dallas, TX 76231

**College of Innovation and Design Office Phone:** 214.954.3615 & 903.886.5878

<b>EDUCATION</b>
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Doctor of Education, Organizational Leadership  
Abilene Christian University, December 2022

Master of Business Administration  
Tecnológico de Monterrey, December 2003

Bachelor of Science, Economics  
Western Oregon University, June 1999

<b>TEACHING EXPERIENCE</b>
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2025 – Present, Dissertation Chair & Adjunct Instructor, Abilene Christian University

2025 – Present, Dissertation Chair, Golden Gate University

2024 – Present, Adjunct Instructor, East Texas A&M

2023 – 2024, Adjunct Instructor, Texas Christian University

2000 – 2001, Instructor & Director of Corporate Partners, Inlingua Language School

2013 – 2015, Virtual Technology Specialist, Project & Portfolio Management, Microsoft

1999- 2000, Instructor & Director of the School of English, Education First (EF)

1999 – 2000, Instructor, Fulbright Commission

1998 – 1999, Advanced English Instructor, CENDIA Language Institute

## PROFESSIONAL EXPERIENCE

Abilene Christian University – AVP, Partnership Development, 2024–Present  
Lead cross-sector partnerships across education, military, government, business, theology, and healthcare.

BuiltSpace Technologies – Strategic Advisor, 2022–2025  
Investor and GTM advisor for energy-tech platform.

KVCI – Founder & Managing Partner, 2011–Present  
Executive advisory, fractional executive, go-to-market strategy, angel investing.

Dodge Construction Network – Head of GTM Enablement / Strategy & Ops / Sales, 2001–2011, 2019–2023  
Established GTM enablement team and built support systems for 200+ reps; directed M&A initiatives; managed regional P&L; led enterprise change initiatives and post-acquisition integration.

Wolters Kluwer – VP, Learning and GM, 2017–2019  
Post-acquisition team integration; tripled ecommerce revenue; increased content output 50%.

ClickSafety (Ascend Learning) – VP & GM, 2011–2012, 2014–2017  
Launched microlearning solutions, grew e-commerce revenue streams, and drove 25% CAGR.

Protivix Business Solutions – VP, PPM Practice, 2013–2015  
Led GTM and enterprise IT delivery; grew business >5x in two years.

The McGraw-Hill Companies – Global Sales / Lean Six Sigma Black Belt, 2001–2011  
Lean Six Sigma Black Belt; managed \$25M accounts; delivered global assessments and sales redesigns.

<b>PUBLICATIONS</b>
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**Journal Article**

Daniel, M. (2023). The Effect of Abusive Supervision Climate on B2B Sales Performance... American Journal of Management, 23(3).  
<https://doi.org/10.33423/ajm.v23i3.6359>

**Conference Proceedings**

Daniel, M. (2023, Mar). Abusive Supervision in B2B Sales. 23rd National Business & Econ Society Conf.

**Dissertation**

Daniel, M. (2022). How an Abusive Supervision Climate Impacts Business-to-Business (B2B) Sales Performance, and the Roles of Leader–Members Interdependence and Team Psychological Safety. Abilene Christian University Digital Commons.  
<https://digitalcommons.acu.edu/etd/528/>