David G. LaFazia, Ed.D.

Educator, Strategist, B2B SaaS Founder

Middletown, DE

available upon request

david@thoughtknockout.com

thoughtknockout.com

KEY SKILLS

- Strategic Consulting
- CTE & STEM Education
- Research and Evaluation
- Outreach and Partnerships

EDUCATION

CERTIFICATE
Delaware Technical Community College
Instruction, Design, and Technology
2025

DOCTORAL DEGREE (Ed.D.)
University of Delaware
Educational Leadership: Curriculum, Technology, and Higher Education
2012 - 2016

MASTER'S DEGREE (M.S.)
Delaware State University
Teaching Physics
2007 - 2010

BACHELOR'S DEGREE (B.A.)
University of Delaware
Physics Education
2001 – 2005

DIPLOMA
Sussex Technical High School
Electrical Trades
1997 - 2001

PROFESSIONAL SUMMARY

Detail-oriented, people-first education and consulting professional with broad experience in STEM|CTE applications, curriculum delivery and development, strategic partnerships, quality management, educational leadership, and B2B SaaS.

PROFESSIONAL EXPERIENCE

FOUNDER AND CEO

Thought Knockout, LLC — *Jan 2026 – Present*

Thought Knockout provides strategic consulting, organizational diagnostics, curriculum and program development, and quality-assurance services designed to surface blind spots, improve decision-making, and strengthen execution.

- Develop and deliver organizational diagnostics, strategic reviews, and decision-support tools for leaders navigating operational, programmatic, and growth challenges
- Provide curriculum development, instructional design, proposal and narrative QC, program review, and quality-assurance support across workforce, education, and technical environments
- Design and deploy digital resources, self-assessments, and diagnostic products, including Ringside Lite and other tools supporting organizational clarity and continuous improvement
- Manage company operations, partnerships, CRM systems, digital platforms, marketing resources, and ongoing development of future consulting and software offerings

CONSTRUCTION MANAGEMENT, INSTRUCTIONAL COORDINATOR

Delaware Technical Community College — *Mar 2024 – June 2026*

- Development and delivery of course materials
- Partnering collegewide across Energy and Engineering Technologies programs in the completion of program reviews, Student Learning Outcomes Assessment (SLOA) activities, and other coordinated responsibilities
- Collegewide lead and advisor for the Construction Management program
- Industry and educational stakeholders outreach and partnership
- Assist in the leadership of several programs - including the Architectural, Civil, and Environmental Engineering, Computer Aided Drafting & Design, and Construction Management technologies programs
- Program advisement for the Construction Management pipeline
- Engineers and Pioneers in College (EPIC) Club co-advisor
- Enrollment in the CM major increased nearly 60% during my time as Coordinator

VICE PRESIDENT OF PRODUCT

Atlantic Training LLC — *Jul 2023 – Mar 2024*

- Direct oversight of the Development and Content divisions
- Ensure quality of training product lines, end-user experiences (LMS), and resources and services rendered through outside contractors
- Provide direction for new training and for revision of existing training
- Partner with division heads, managers, and support personnel to ensure quality in all user-facing materials
- Established vendor partnerships that introduced 120+ new courses into course catalog and laid groundwork for hundreds more in pipeline
- Lead initiatives to improve learner experience and address customer needs in training modalities and environments
- Project managed activities across the Tech Support, Website/LMS Development, and Productions departments

…VICE PRESIDENT OF PRODUCT CONTINUED…

- Established quality management, internal and external communication flow, and near-ROI producing processes and policies
- Recruited and onboarded global contractors to establish a contractual workforce to drive curriculum development, data entry, language translation, and videography
- Lead the design, production, and delivery of 80+ full training courses in soft-skills, professional development, safety, and HR compliance training
- Increased monthly company share of complete library by 140% in six months

CONSTRUCTION MANAGEMENT INSTRUCTOR, DEPARTMENT CHAIR

Delaware Technical Community College *Aug 2020 – Jun 2023*

(Department Chair appointment was effective February 2023 - June 2023)
(Instructional Coordinator appointment was effective May 2021 - January 2023)

- Development and delivery of course materials - including virtual laboratory experiments
- Partnering collegewide across Energy and Engineering Technologies programs in the completion of program reviews, Student Learning Outcomes Assessment (SLOA) activities, and other coordinated responsibilities
- Collegewide lead and advisor for the Construction Management Technology program
- Industry and educational stakeholders outreach and partnership
- Assist in the leadership of several programs - including the Architectural, Civil, and Environmental Engineering, Computer Aided Drafting & Design, Construction and Energy Management, Surveying, and Geographic Information Systems technologies programs

EDUCATIONAL TRAINING SPECIALIST - TECHNICAL TRAINING, WORKFORCE DEVELOPMENT

Delaware Technical Community College *Aug 2018 – Jul 2020*

- Lead Instructor for Advanced Manufacturing high school pathway (Seaford and Woodbridge high schools)
- Lead Instructor for General Maintenance [Construction] and HVAC/R Technician Certificate programs
- Curriculum development, classroom and laboratory instruction + support
- Job placement and tracking - industry outreach and advisement emphasis in support of Department of Labor grant tracking + reporting
- Instructional and laboratory support for Automation Technology adult program
- Renovation|Repair|Painting (Lead RRP through DHSS) accreditation process
- Oversight of Summer internships for Advanced Manufacturing high school students

ENERGY TECHNOLOGIES DEPARTMENT CHAIRPERSON, RENEWABLE ENERGY INSTRUCTOR

Delaware Technical Community College *Apr 2011 – Jun 2018*

- Department oversight for Construction Management, Refrigeration/HVAC, Energy Management, and Renewable Energy Solar programs
- Curriculum development, classroom and laboratory instruction; advisement-as-teaching
- Instructional strategies support for full-time and part-time instructors
- Outreach (prospective students and business/educational partners)
- Accreditation processes and program reviews
- Budgetary oversight
- Collegewide coordination with shared programs
- Service through campus activities and multiple internal and external committees
- Work-Experience / Cooperative Education placement, advisement, and coordination
- Undergraduate research advisement
- Liaison to Milford Senior High School - Energy Pathway
- Phi Theta Kappa (Alpha-Epsilon-Epsilon Chapter) International Honor Society co-advisor

PHYSICS INSTRUCTOR

Cape Henlopen High School *Aug 2005 – Apr 2011*

- Curriculum development and instruction
- Highly qualified and tenured
- Participation in Delaware State Science Standards revision processes
- Laboratory development and implementation
- Robotics Co-Advisor (M.A.T.E. competitions)
- Science Olympiad Co-Advisor
- Delaware Science Fair Co-Advisor
- Drama Club Teacher Sponsor

CONTRACTUAL WORK HIGHLIGHTS

VOICEACTOR, SPOKESPERSON, WRITING, & CONSULTING SERVICES
Freelancer *Jun 2024 – Present*

Providing high-quality voiceacting and spokesperson services as well as writing, curriculum development, and educational and strategic consulting services across all divisions.

TEXTBOOK REVIEWER
Goodheart-Wilcox *Oct 2025 – Oct 2025*

Served as a Textbook Reviewer for Goodheart-Wilcox Publisher's "Print Reading for Construction: Residential and Commercial" (9th Edition).

EDUCATIONAL AND STRATEGY CONSULTANT
Atlantic Training LLC *Mar 2024 – Present*

Review and quality management of curricular materials. Voice acting and on-screen talent for training productions and marketing videos Strategic ideation and insights across departments.

ADJUNCT PROFESSOR
University of Delaware *Aug 2022 – Dec 2023*

Review and quality management of curricular materials. Voice acting and on-screen talent for training productions and marketing videos. Strategic ideation and insights across departments.

CURRICULUM WRITER AND PRODUCTION ASSISTANT
Atlantic Training LLC *Nov 2021 – Jun 2023*

Script writing and course assessment with trainee feedback for safety and soft-skills curriculum. Primary duties included search engine optimization (SEO) keyword research (via SEMRush and GoogleAds), script development, and English-Spanish post-training assessments. Production Assistant responsibilities included training of new scriptwriters, proofing of production documents, and critique of produced videos.

TEXTBOOK REVIEWER
Goodheart-Wilcox *Jul 2019 – Jul 2019*

Served as a Textbook Reviewer for the electrically-oriented chapters of Goodheart-Wilcox Publisher's "Modern Refrigeration and Air Conditioning" (21st Edition).

TEXTBOOK REVIEWER
Cengage Learning *Oct 2016 – Nov 2016*

Served as a Textbook Reviewer for Cengage Learning's "Introduction to Renewable Energy: A STEM Project-based Approach".

EDUCATIONAL CONSULTANT
Worcester Technical High School *Jun 2015 – Aug 2015*

Contracted to complete the Maryland CTE Program of Study proposal for Worcester Technical High School's Renewable Energies program. This program fell under the Environmental, Agricultural, and Natural Resources career cluster. Completion of the POS proposal included outlining learning objectives and mapping these across STEM/CTE pathway and literacy standards as well as providing insight into career and post-secondary education preparation options. [Dates Approximated].

ONLINE INSTRUCTOR
Delaware State University / Delaware Department of Education Partnership *May 2010 – Aug 2010*

Full curriculum development and instruction in an online environment for grades eight through 12 science instructors. Completed detailed reports on curriculum effectiveness, participant engagement, and takeaways.

RESEARCH PARTNER
University of Delaware, NASA Education Research Partnership *Jun 2009 – Aug 2010*

Marine science / oceanography curriculum development and research. Integration of simulations and educational technology strategies into curriculum materials. Coordination of National Science Standards with Delaware and other state standards. Partnership and communication of work/findings with stakeholders. The funding for this project was provided by NASA Research Announcement (NRA) NNH07ZDA001N, Research Opportunities in Space and Earth Sciences (ROSES-2007), Program Element A.21, New Investigator Program (NIP) in Earth Science.

PHYSICS ADJUNCT INSTRUCTOR AND TUTOR
Delaware Technical Community College, Department of Mathematics & Physics *May 2009 – Apr 2011*

Classroom and laboratory instruction. Lesson development (including hybridization of traditionally face-to-face materials). Later work branched out into providing tutoring services to the first ever cohort of Energy Management students.

RESEARCH ASSISTANT
University of Delaware, Department of Physics & Astronomy *May 2004 – Aug 2005*

Data analysis and comparison. Report writing on findings and next steps. Research on subDwarf star spectral data through computational analysis. Computational Physics programming (ForTran programming language).

PEER TUTOR AND TEACHER'S AIDE
Delaware Technical Community College, Learning Center *Aug 2001 – Aug 2002*

Provided tutoring in Maths, Science, and Spanish courses. Grading of student assignments (as Teacher's Aide).

LABORER, SEASONAL
LaFazia Construction *May 2001 – Aug 2005*

General contractor's assistant, laborer. Concrete, masonry, plaster work, demolition, basic carpentry.

QUALIFICATIONS | CERTIFICATIONS

Teacher of Physics Grades 9-12 (Valid 5-8 in a Middle School), Delaware Department of Education - Effective 09/01/2005 - 08/31/2028

Teacher of Chemistry Grades 9-12 (Valid 6-8 in a Middle School), Delaware Department of Education - Effective 09/01/2008 - 04/30/2011

School Principal and Assistant School Principal, Delaware Department of Education - Effective 09/01/2013 - 08/31/2028

Educational Administration, NCATE Accredited Professional Education Unit (Institutional Recommendation for Certification) - Awarded 08/16/2016

New Faculty Development Program (NFDP) graduate, Delaware Technical Community College - Mentored Computer Information Systems Instructor (2013-2015), Automotive Technology Department Chair (2016-2018), Social Science Department Chair (2016-2018); Commercial Transportation Department Chair (2017-2019).

Supervisory Training Program (STP) graduate, Delaware Technical Community College - Completed April 19, 2018

Certified Renovator - Lead Renovation, Repair, and Painting (RRP), Delaware Division of Public Health, Office of Healthy Environments, Healthy Homes and Lead Poisoning Prevention Program - Effective October 27, 2018

Environmental Protection Agency (EPA) Section 608 - Technician TYPE UNIVERSAL, National Recycling and Emission Reduction Program - Effective December 20, 2018

Leadership Development Program (LDP) graduate, Delaware Technical Community College - Completed June 11, 2019

Forklift Operator, J.J. Keller and Associates - Gas and LP Gas Sit-Down Riders - Completed September 11, 2019

OSHA-30 Construction, Summitt Training Source - Completed February 29, 2020

Adult and Pediatric First Aid/CPR/AED – American Red Cross – Completed February 2026