

# Darrel Tenter

EdTech Consultant & Operator · Founder, DLT Holdings LLC

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## PROFILE

### Summary

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Consultant and operator with 25+ years of experience at the intersection of education, technology, and organizational scaling. Founder of DLT Holdings LLC, with a career spanning LMS architecture, enterprise account management, eLearning design, and national expansion strategy. Known for building the operational infrastructure that lets organizations deliver training at scale — without sacrificing quality or compliance.

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## CAREER

### Experience

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#### Director of Operations & Expansion

Direct Support Learning · 2026 – Present

Leading the strategic transformation of a specialized DSP training provider from a single-state Oregon operation into a national platform. Responsible for standardizing delivery models, building multi-state compliance infrastructure, and optimizing the LMS/CRM tech stack to support national enrollment, tracking, and state-level audit reporting.

#### Independent Business Owner & Consultant *formerly Apex Consulting*

DLT Holdings LLC · 2000 – Present

Independent consulting practice specializing in operational administration, IT consulting, and learning solutions design. Provides tailored EdTech strategy, tech implementation support, and staff training that helps organizations leverage technology to improve productivity and client outcomes. Formalized as DLT Holdings LLC in January 2025.

#### Account Management Team Lead

Moodle · 2024 – 2025

Hired and led a high-performance team of Account Managers responsible for an enterprise SaaS portfolio. Instituted CRM discipline and forecasting methodology across up to \$8.3M in annual renewal and expansion revenue, driving 20% year-over-year growth. Partnered cross-departmentally to design enterprise skill development and workforce technology enablement programs that reduced client time-to-value.

#### Account Manager

Moodle · 2021 – 2024

Managed a \$7.8M portfolio of Enterprise and Public Sector accounts, consistently ranking as a top performer for retention and upsell growth. Contributed \$6.9M in annual revenue via targeted upsell and cross-sell strategies. Served as trusted adviser to C-suite stakeholders, providing consultative guidance on platform adoption, utilization data interpretation, and sustained ROI.

## **Solutions Architect**

Moodle · 2021

Designed and implemented complex SaaS LMS solutions for Fortune 500 and public sector clients, with a focus on API, SSO, and HRIS integration points for large-scale technical user bases. Delivered onboarding and implementation training to stakeholders from frontline staff through executive leadership.

## **Senior eLearning Designer *Contract***

Fortech Solutions · 2016 – 2021

Provided eLearning design and consulting to an EdTech consultancy serving clients including the University of Illinois–Chicago, Santa Clara University, Pacific Gas & Electric, and the Salvation Army. Scoped and managed custom LMS integration projects, created client onboarding procedures, and led program and project management teams across a broad range of engagements.

## **Sales & Product Development**

Saturn Resource Management · 2001 – 2021

Developed and delivered customized online training and certification solutions for federal, state, and local government clients, specializing in Home Performance, Energy Conservation, HVAC, and related skilled trades. Leveraged Moodle LMS to enhance learning outcomes and regulatory compliance. Established online field testing standards still in use today. Active contributor to the RESNET Training and Education Committee; held BPI Building Analyst certification and served as a test proctor.

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### COMPETENCIES

## **Skills & Expertise**

EdTech Strategy · LMS Architecture · Moodle · Operational Scaling · Multi-State Compliance · Process Standardization · eLearning Design · Instructional Design · Enterprise Account Management · SaaS / CRM · Salesforce · API / SSO / HRIS Integration · Strategic Planning · Change Management · Program Design & Evaluation · Market Expansion · Google Workspace · Workshop Facilitation

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### RECOGNITION

## **Certifications & Affiliations**

### **Building Analyst Certification**

Building Performance Institute (BPI) ·

Certified Building Performance Institute analyst and test proctor.

### **Training & Education Committee**

RESNET ·

Active contributor to the RESNET Training and Education Committee, advancing industry education standards for building performance professionals.

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### SPEAKING

## **Conference Presentations**

*Presentations being compiled — check back soon.*