

# Dale Fenimore

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## BUSINESS DEVELOPMENT MANAGER

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- Over 20 years of experience driving sales growth with a consistent 20% annual increase in revenue.
- Leveraged direct sales and lead generation strategies to establish robust 30, 60, 90-day pipelines and secure 8-10 new introductory meetings weekly.
- Expert in proposal writing and tailoring client-focused solutions, effectively enhancing customer relations and retention.
- Skilled in Microsoft Office and business development techniques, ensuring targeted approaches to market expansion.

## WORK EXPERIENCE

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### Intelligent IT Designs

*Business Development Manager*

*Jan 2023 - Present*

- Developed new business through direct sales techniques and strategic prospecting, securing 8-10 introduction meetings weekly and building a robust 30-90 day pipeline.
- Negotiated customer contracts that improved market penetration and bolstered customer relations.

### Advanced Office Technology

*Account Manager*

*Nov 2004 - Oct 2022*

- Increased annual sales by 20% while consistently exceeding personal targets.
- Expanded new territories with strategic prospecting and lead generation, consistently closing new business deals.
- Managed daily activity priorities with follow-ups and appointment setting, maintaining a clear 30-60-90 day sales pipeline.
- Engaged with organizations to understand challenges, offering tailored solutions and strengthening customer relations.
- Conducted comprehensive market research to uncover new opportunities and refine proposal strategies.

## EDUCATION

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**Don Lugo High School**

Graduate

*Jan 1981*

## SKILLS

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**Sales & Business Development:** Direct Sales, Lead Generation, Sales Growth, Business Development, Contract Negotiation

**Customer Solutions:** Proposal Writing, Customer Relations, Market Research

**Technical Proficiencies:** Microsoft Office, CRM Software, Excel, Outlook, PowerPoint, Word

## AWARDS

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Received the 2016 / 2017 / 2018 & 2021 Employee of the Year Award recognition for outstanding sales exceeding \$1,000,000 in Sales Revenue. Hard Work Does Payoff!!