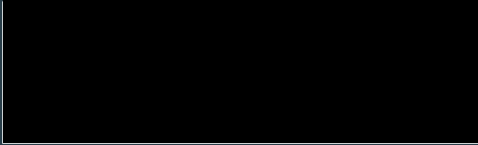


Contact



Top Skills

Customer Service

Management

Leadership

Languages

English

Dalton Dobson, MBA

Full-Time

Thatcher, Arizona, United States

Summary

Very motivated and driven individual who loves to lead and help others reach their full potential.

Experience

Farm Credit West

6 years 11 months

Sr. Loan Officer

May 2021 - Present (3 years 11 months)

Arizona, United States

Loan Officer

May 2018 - May 2021 (3 years 1 month)

Safford, Arizona

-Evaluate and analyze commercial and real estate loan applications and recommend loan approvals and denials.

-Responsible for exercising credit risk assessment and management on loans within area of responsibility.

-Conduct/complete complex credit analyses.

-Establish loan structure and terms, conditions and covenants, and collateral requirements consistent with the credit request and associated risks.

-Assists other credit officers with complex loan applications as necessary. Develop and maintain a professional presence throughout the assigned territory.

-Participation in business development activities, originate new loans, pursue new credit relationships, and maintain/expand existing customer relations.

Timberline Cattle Co.

Assistant Manager

April 2005 - Present (20 years)

Vernon Arizona

- 1,500 head, family owned and operated calf cow operation, scheduling and recording hours
- Risk assessment for new investment opportunities such as hay equipment and new marketing options
- Data entry such as herd numbers, feed & equipment inventory
- Assessed and evaluated herd health and management for yearly herd replacement stock
- Oversight and execution of water improvement projects funded through NRCS & AZ Game and Fish

MBA consulting

9 months

Outside Consultant

January 2018 - May 2018 (5 months)

Logan, Utah

- Corrected financial reporting to a more streamlined system to conform to GAAP accrual method
- Created pro-forma statements to help forecast growth and cash flow management
- Created a list of internal measurements and ratios to allow for proper analyzation of companies performance
- Assisted in five year growth strategy to acquire new customers and expand the operation
- Worked with a group of five MBA's to assist the CEO and CFO in utilizing their limited resources to reach desired growth

Outside Consultant

September 2017 - December 2017 (4 months)

Logan

Consultant (Finance & Strategy)

- Worked with a group of five MBA's to assist the CEO and CFO in utilizing their limited resources to reach desired growth
- Led the research on the cyber security industry to identify three key industries that would increase sales by over 20%
- Created pro-forma statements based on target customer acquisition and costs to scale
- Assisted in creating new sales pitch to help sales team become more successful in closing \$100,000 of outstanding offers

Arizona Dodge Jeep Chrysler Ram

Sales

February 2017 - May 2017 (4 months)

Thatcher, Arizona

- Ranked top representative three out of the five months of my employment.
- Sold over 25 vehicles in the short period I was there generating more than ten thousand dollars of profit for the company
- Started strong by becoming top selling representative my first month
- Fulfilled customer needs by focusing on developing interpersonal skillset and overcoming objections

Lawn Doctor

Lawn Specialist/Sales

October 2014 - December 2016 (2 years 3 months)

Logan Ut

- Provided exceptional customer service to keep our companies 90% retention rate
- Applied fertilizer and pesticides to commercial and residential lawns
- Negotiated bids with customers for commercial and residential properties
- Assessed lawn health and educated customers on proper application methods to ensure lawn health

Rolling Hay LLC

Equipment Operator

May 2013 - August 2013 (4 months)

Chandler Arizona

- 1,300 acre family owned and operated alfalfa farm
- Operated farm equipment to cut, harvest, and transport hay
- Prioritized time to maintain equipment in order to be prepared for the next day

Prehab Diabetes Supplies LLC

Program Coordinator and Research Assistant

April 2012 - August 2012 (5 months)

Montgomery, Alabama Area

- Assistant to the administrator handled multifaceted clerical tasks (e.g., data entry, filing, records management and billing) as the assistant to the administrator
- Coordinated travel arrangements, maintained database and ensured the delivery of premium service.

- Managed team of two, performed due diligence and other necessary paperwork in order to create a non-profit organization
- Quickly became a trusted assistant known for “can-do” attitude, flexibility and high-quality work.

Security Networks, LLC

Sales Representative

May 2011 - July 2011 (3 months)

Fairfax Va

- Acquired the skills to be diligent, overcome customer rejection and learn to fulfill customer desires
- Developed personal skills that allowed strong rapport to be built with strangers
- Learned to be attentive to customers’ wants and needs in order to deliver the best product and service that would fit their needs to ensure top customer satisfaction

Education

Utah State University

Master of Business Administration - MBA, Value Creation · (2018 - 2018)

Utah State University

Agri-business, Agricultural Business and Management · (2013 - 2016)

Eastern Arizona College

Associate's degree, General Studies · (2012 - 2014)