



## Joshua Davis

### Technical Sales and BIM Modeler

Josh began his career as a lead drafter and designer before moving into the telephone industry. In this industry, he worked on engineering and drafting projects to maximize internet speeds and efficiency through managing the pairs of cable in a copper cable wire. Josh focused in building the fiberoptic loop of southern Maine. He led crews in various projects with safety and efficiency. Josh also was responsible for maintaining outside plane construction to include pole line construction and maintenance. Josh then moved back to drafting and designing by furthering his knowledge of structural engineering and Revit. When Josh is designing, he maintains the belief that drawings have a direct impact on the project management of the work performed for clients. Josh drew on his drafting and designing knowledge and his industry experience to help develop the business plan for Dirigo BSE. Additionally, Josh will provide technical sales and services to healthcare clients such as assisted living facilities, nursing homes, medical offices, and hospitals.

J DAVIS @ DIRIGOBSE.COM  
207.852.2184

## Professional History

### 2020 – Present

Dirigo Building Science Engineers, LLC  
Technical Sales / BIM Modeler

### 2008 – 2015

Fairpoint Communications  
Outside Plant Technician

### 2007 – 2008

OSP Design Services  
CAD Technician/Designer

### 2005 – 2007

Yellow Book USA  
Sales Associate

### 2002 – 2005

MBNA America Bank, N.A.  
Senior Account Manager

### 1996 – 2002

Colonial Distributors  
Territory Account Manager



## Education

Associate Degree in Applied Science,  
Computer-Aided Drafting and Design  
Southwest Florida College

## Training

Power Engineering Classes, Maine  
Maritime Academy

DE Jones Associates courses in:

- Time Management
- Professional Sales Skills
- Professional Negotiation Skills

## Qualifications Summary

- Fourteen years of experience as a plant technician to include the construction, maintenance and removal of utility poles, cable strand and cables
- Ten years of experience in customer service
- Attention to detail when preparing work prints, completing proposals, and carrying out administration work
- Class A Commercial Driver's License



*"Making Your Vision a Reality"*



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## Professional Experience

### **Technical Sales / BIM Modeler | Dirigo Building Science Engineers | Veazie, Maine**

Provide building information modeling services using Autodesk Revit software. Maintain a specialized focus on electrical and communication distribution systems. Act as a technical sales representative for the Denver, Colorado region.

### **Outside Plant Technician | Fairpoint Communication | Kennebunk, Maine**

Duties include but not limited to the construction, maintenance and removal of utility poles, cable strand and cables. Acquired Class A Commercial Driver's License. Solid experience with the operation of bucket and digger trucks.

### **CAD Technician/Designer | OSP Design Services | Cape Coral, Florida**

Prepared work prints and worked on them until completion with speed and accuracy in mind. Cross-trained in the design phase to assist in times of business need. Working knowledge of seeing a project from inception to completion.

### **Assistant Branch Manager | Wholesale Shutters Direct | North Fort Myers, Florida**

Maintained sales quotas, customer service, schedule installations, order products and maintain office paperwork. Worked with president designing marketing campaigns. Managed branch in the absence of branch manager. Prepared CAD drawings as needed.

### **Sales Associate | Yellow Book USA | Bonita Springs, Florida**

Sold yellow page advertisements to business owners to promote their business growth and drive clientele. Prepared portfolios, completed proposals, followed up with business owners, worked with attention to detail with administrative duties. Maintained professional working relationship with returning customers and acquiring new customers.

### **Senior Account Manager | MBNA America Bank, N.A. | Belfast, Maine**

Worked with lending authority, performed adverse action risk detection, and developed action plans to assist customers in financial hardship. Received top performer award on multiple occasions, received commendations in recognition of superior customer relations. Nominated by First Vice President to complete additional administrative tasks and supervise quality compliance. Provided assistance to alternate departments in times of business need. Acted as mentor for new hires.

### **Territory Account Manager | Colonial Distributors | Waterville, Maine**

Maintained existing business relationship as well as new account acquisition. Responsible for ordering, promoting, merchandising, and quality assurance of products. Directed supervisor to sales assistants. Awarded account manager of the year in 2001.

