

DENVER DAHL

Account Manager

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📍 San Francisco, CA

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EXPERIENCE

Key Account Manager

Lauzon

📅 2016 - Ongoing 📍 San Francisco, CA

Lauzon is a leading worldwide manufacturer, designer, and supplier of bearings, linear motion products, precision bearings, spindles, seals, and services. Responsible for business development with Key Accounts with main focus in ENERGY, POWER UTILITIES and HEAVY industries.

- Achieved 12% growth in the account's revenue and 7% profitability improvement.
- Generated \$2,000,000+ new revenue by signing 10 new accounts.
- Presented to over 600 delegates in Europe for facilitating new insurance tracking process.
- Established a Cloud Team and increased Cloud Business profit 8X.

Senior Account Manager

Koepp Inc

📅 2014 - 2016 📍 San Francisco, CA

Koepp Inc is Google Street View certified agency.

- Managed Search, Shopping & Display ads for major brands with total monthly ad spend of around \$150,000/month.
- Managed the largest key account generating \$17,500,000 annually.
- Worked with the BSO team for 6 months as being the sole responsible for their online marketing campaigns.

Account Manager Infrastructure & Application Development

Drouin S.A.R.L.

📅 2012 - 2014 📍 San Francisco, CA

- Pioneered sales of Fixed+mobile services in Spain in 2012.
- Achieved 126% Revenue Attainment in H2 (Jan-Jun 2013).
- Increased a French fashion brand PPC revenue by 90% YoY, mainly with the help of our shopping campaigns.
- Achieved to reach a level of satisfaction of 9+ over 10 with the usage of Oracle Support for one top account.

EDUCATION

Master of Marketing Management [MMM]

La Trobe University

📅 2007 - 2008 📍 San Francisco, CA

KEY ACHIEVEMENTS



Building the future

Established a Cloud Team and increased Cloud Business profit 8X.



Managing the largest accounts

Managed the largest key account generating \$17,500,000 annually.



Market share - Key accounts & projects

Generated \$2,000,000+ new revenue by signing 10 new accounts



Work-life balance

I recharge spending my weekends in nature with my family of 5.

SKILLS

MS Office Programs

Windows & Mac OS-X

Asana

Salesforce

Agile

CRM Systems

Hubspot

LinkedIn Sales Navigator

Dun & Bradstreet

LANGUAGES

English

Native

German

Proficient

Greek

Advanced

Resume Template Discount Tutorial

Larry Goldsmith



Resume Template Discount Tutorial:

The Software Encyclopedia 2000 Bowker Editorial Staff,2000-05 Serious Games in Personalized Learning Scott M. Martin,James R. Casey,Stephanie Kane,2021-07-12 Serious Games in Personalized Learning investigates game based teaching and learning at a time when learning and training systems are increasingly integrating serious games machine learning artificial intelligence models and adaptive technologies Game based education provides rare data for measuring assessing and evaluating not just a game s effectiveness but the acquisition of information and knowledge that a student may gain through playing a learning game This book synthesizes contemporary research frameworks and models centered on the design and delivery of serious games that truly personalize the learning experience Scholars of educational technology instructional design human performance and more will find a comprehensive guide to the history practical implications and data collection potential inherent to these fast evolving tools **Administrative Assistant's and Secretary's Handbook** James Stroman,Kevin Wilson,Jennifer Wauson,2011-09-24 The expectations and duties of the modern day administrative assistant are higher and more stressful than ever before The Administrative Assistant s and Secretary s Handbook will help professionals everywhere come out on top From managing the phones coordinating meetings and preparing presentations to planning events crafting clear business communications and deciphering legal documents administrative assistants need to be everything to everyone all the time and all with a smile They spend all day helping others but who is going to help them For office professionals seeking to improve their performance and enhance their value to employers this handbook is the definitive source of help for these true jack of all trades In The Administrative Assistant s and Secretary s Handbook you will find information on topics such as Creating graphics charts and presentations Microsoft Word Excel Outlook and Publisher Web conferencing Electronic and paper filing systems Recordkeeping Meeting planning and management Business math and much more Extensively updated with new information on Windows 8 Microsoft Office 2013 Apple OS mobile computing computer software troubleshooting data security Google Calendar Google Drive Google Docs and Microsoft Web Applications this bestselling guide will help these unsung heroes shine in the eyes of all their coworkers **Job Hunters' Sourcebook** Amy Darga,2002 Here is the essential updated resource job seekers need to develop a complete strategy for their job searches Alphabetically arranged by career the Sourcebook lists sources of help wanted ads employer directories employment agencies placement services electronic resources and other information sources for 206 specific careers New profiles on high profile careers such as computer and information systems manager desktop publisher and industrial production manager have been added as well Also included are helpful e mail and Web site addresses along with new information on governmental agencies and legal topics to further assist users in their searches *The Longman Guide to Writing Center Theory and Practice* Robert W. Barnett,Jacob S. Blumner,2008 The Longman Guide to Writing Center Theory and Practice offers in unparalleled breadth and depth the major scholarship on writing centers This up to date resource for

students instructors and scholars anthologizes essays on all major areas of interest to writing center theorists and practitioners Seven sections provide a comprehensive view of writing centers history progress theorizing the writing center defining the writing center s place writing across the curriculum the practice of tutoring cultural issues and technology

The National Guard Guide to Paying for Your College Education ,2007 **Comprehensive DOS 5.0/6.0/6.2 with Windows 3.1** Harry L. Phillips,1994 Part of our New Perspectives Series this text offers a case oriented problem solving approach for learning DOS 5 0 6 0 6 2 and Windows 3 1 This Comprehensive text provides a thorough technical introduction to DOS along with concise coverage of Windows 3 1 and File Manager **Electronic Resumes & Online Networking**

Rebecca Smith,1999 Smith shows how to use the Internet to conduct a better job search in this complete up to date resource guide that reveals where the jobs are how to make resumes available around the clock and how to inform the right people about one s job skills **Free Stuff from America Online** Luanne S. O'Loughlin,Louanne O'Loughlin,1994-11 Written for

users around the world FREE TUFF from America Online is the only book that shows you the best that America Online has to offer Jam packed with information never before available this book offers you hundreds of incredible things you can get for your home business career kids hobbies and computer you name it No strings attached **Using WordPerfect in Your Job**

Search David Franklin Noble,1995 A new focused kind of computer book that shows readers how to use the power of WordPerfect to create quality resumes cover letters and other important job search documents Detailed step by step instructions make it easy to create different types of resumes such as combination resumes chronological resumes resumes from templates scannable resumes and hypertext Intro Dos 5/6/6. 2 Wind 3. 1 Phillips H L Staff,1994-03 This introductory text builds the basic computer management skills required of today s Information Systems professionals A useful tool for drawing comparisons between these two very different operating systems **Journal of Career Planning & Employment**

,1990 **Ajax Programming for the Absolute Beginner** Jerry Lee Ford,2009 Learn Ajax the easy way If you are new to programming with Ajax and are looking for a solid introduction this is the book for you Developed by computer science instructors books in the for the absolute beginner series teach the principles of programming through simple game creation You will acquire the skills that you need for more practical programming applications and will learn how these skills can be put to use in real world scenarios Best of all by the time you finish the book you will be able to apply the basic principles you ve learned to the next programming language you tackle **Career Planning Today** C. Randall Powell,1990 **Microsoft**

Word for Windows Heather Milette Duggan,Peter Norton,1996 **Directory of Educational Software for Nursing** ,1990

Building the Looking-Glass Resume Larry Goldsmith,2014-01-10 Building the Looking Glass R sum is a r sum solutions book that shows you how to create the reflection of your job skills that can help you win the prized invitation to a job interview The book features the Jaazle R sum Template and Tutorial to guide you through the r sum building process so you can quickly and confidently create a professional looking r sum with powerful contents Building the Looking Glass R sum

is for all job seekers from entry level to senior executives or those in career transition The book includes solutions to the most difficult r sum concerns questions and technical issues American Bookseller ,1991 **InfoWorld** ,1985
 MacUser ,1990

This book delves into Resume Template Discount Tutorial. Resume Template Discount Tutorial is a vital topic that needs to be grasped by everyone, from students and scholars to the general public. This book will furnish comprehensive and in-depth insights into Resume Template Discount Tutorial, encompassing both the fundamentals and more intricate discussions.

1. This book is structured into several chapters, namely:
 - Chapter 1: Introduction to Resume Template Discount Tutorial
 - Chapter 2: Essential Elements of Resume Template Discount Tutorial
 - Chapter 3: Resume Template Discount Tutorial in Everyday Life
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 - Chapter 5: Conclusion
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 5. In chapter 4, the author will scrutinize the relevance of Resume Template Discount Tutorial in specific contexts. This chapter will explore how Resume Template Discount Tutorial is applied in specialized fields, such as education, business, and technology.
 6. In chapter 5, the author will draw a conclusion about Resume Template Discount Tutorial. The final chapter will summarize the key points that have been discussed throughout the book.
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