

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.



Market share - Key accounts & projects

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



Managing the largest accounts

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



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
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Deborah Perlmutter Bloch

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Instructor's Manual and Key with 3.5 IBM Disk to Accompany PowerPoint 7 for Windows 95 Margaret Marple, Sharon Anne Fisher-Larson, 1997-04-28 The Annotated Instructor's Edition provides the kind of point of instruction assistance you need to enrich your teaching with relevance and effectiveness. It's designed to help you meet the diverse needs and learning styles of your students.

High-Level Resumes Marshall A. Brown, Annabelle Reitman, 2005 A resource for every executive looking to create a resume that highlights his/her experience.

PowerPoint 7.0 for Windows Margaret Marple, Sharon Anne Fisher-Larson, 1999-12 PowerPoint 7 for Windows 95 equips students with the skills they need for success using Microsoft PowerPoint in today's hottest computer operating environment. An extensive array of exercises teaches and challenges students while illustrations of screens and the accompanying icons help them to follow instructions for hands-on practice. Students gain real world experience by performing many of the same tasks required in business settings. A comprehensive instructional package allows instructors to tailor the program to teaching styles, lab needs, student objectives, and student learning styles.

Resources in Education, 1994-10 *The Resume.Com Guide to Writing Unbeatable Resumes* Warren Simons, Rose Curtis, 2003-08-22 The nation's #1 online resume service offers its exclusive advice on how to craft a winning resume. The Resume.com Guide to Writing Unbeatable Resumes draws upon the author's considerable expertise as well as the vast Resume.com database to arm job seekers with sample resumes for every profession and job category at every level from entry level to executive. A comprehensive database of keywords arranged by industry. Electronic job hunting advice and strategies with tips on how to make any resume stand out online. A detailed Before/After resume trouble shooting worksheet. Job seekers will also find an exciting added value with this essential text. With the purchase of this book they'll be able to receive a free resume consultation with one of Resume.com's career consultants.

Step-by-Step Resumes For All Construction Trades Laborer and Contractor Positions Evelyn U. Salvador, 2020-05-15 Book Delisted

STEP-BY-STEP RESUMES For All Human Resources Entry-Level to Executive Positions Evelyn U. Salvador, NCRW, JCTC, 2020-05-15 Book Delisted

The Federal Resume Guidebook Kathryn K. Troutman, 1999 Applying for a federal job or promotion no longer requires a lengthy lifeless form. Instead, applicants can emphasize their strengths, skills, and smarts in resumes that will hook hiring staff and make personal qualifications shine.

PC World, 1993 *Problem Solving and Programming Concepts* Maureen Sprankle, 2003 Ideal for novice and experienced programmers alike, this book shows readers how problem solving is the same in all computer languages regardless of syntax. Using a step-by-step, generic, non-language specific approach with detailed explanations and many illustrations, it presents the tools and concepts required when using any programming language to develop computer applications.

PC Mag, 1999-04-06 PCMag.com is a leading authority on technology, delivering lab-based independent reviews of the latest products and services. Our expert industry analysis and practical solutions help you make better buying decisions and get more from technology.

Public Interest

Job Search Guide ,1991 *Resumes for Hard Times* Bob Weinstein,1982 **Modern Castings** ,1975 *How to Write a Winning Resume* Deborah Perlmutter Bloch,1998 Explains how to present your experience skill and background in an effective way Includes sample resumes guidelines for layouts and instructions for writing cover letters California Bar Journal ,1994 Government Executive ,1995 **Technical Communication Today** Richard Johnson-Sheehan,2005 Up to date treatment of actual practices in the field of technical communication with hands on advice for using computers in every stage of the process of creating technical documents and presentations coverage of finding a job in the field of technical communication Technical communication technical writing creating technical documents designing technical documents writing letters memos reports searching for a job in technical communication giving presentations Those interested in improving technical writing skills **Monster Careers** Jeff Taylor,Doug Hardy,2004 Provides a step by step process for implementing an aggressive career search that includes job winning resumes and cover letters mastering the interview and negotiating job offers **The Executive Female** ,1997

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