

DENVER DAHL

Account Manager
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■ San Francisco, CA

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✉ LinkedIn.com/denver-dahl

EXPERIENCE

Key Account Manager

Lužecor

■ 2016 - Ongoing ■ San Francisco, CA

Lužecor 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 1.2% growth in the accounts 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

Koeppe Inc.

■ 2014 - 2016 ■ San Francisco, CA

Koeppe 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

Oroulin S.A.R.L.

■ 2012 - 2014 ■ San Francisco, CA

- Pioneered sales of Fixed+mobile services in Spain in 2012.
- Achieved 120% Revenue Attainment in H2 (Jul-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

Uncharge spending my weekends in nature with my family of 5.

SKILLS

MS Office Programs	Windows & Mac OSX	Asana	Salesforce	Agile	CRM Systems	Hubspot
LinkedIn Sales Navigator	Dun & Bradstreet					

LANGUAGES

English	Native	German	Proficient	Greek	Advanced
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Resume Template Today Tutorial

Michael Hoelscher

Resume Template Today Tutorial:

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 Jaazole 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

Wired Resume Guide, Version 2.0 Cengage

South-Western,Tim Krause,1999-12

Peter Norton's Introduction to Computers Office 97 Tutorial with 3. 5 IBM

Disk Peter Norton,1998-01-05 Peter Norton s new Office 97 Tutorial helps students learn to create process and present information using Microsoft Office 97 Emphasizing hands on instruction this applications tutorial includes a student data disk to help students apply and practice the skills and techniques they learn in each lesson

The College Student's Resume

Guide Kim Marino,1989 This is an easy step by step guide for writing your own resume cover letter and a thank you letter for after the interview

Career Planning Today C. Randall Powell,1990

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

Nursing Today - E-Book JoAnn Zerwekh,Ashley Zerwekh Garneau,2014-03-25 Popular with nursing students for its humorous cartoons and easy to read style Nursing Today Transition and Trends 8th Edition helps you make a successful transition from student to practicing nurse It covers the profession s leading issues and opportunities ensuring that you graduate not only with patient care skills but also with career development skills such as resume writing finding a job and effective interviewing Study questions and test taking tips prepare you for the NCLEX RN exam and discussions of

communication and management prepare you to succeed in the workplace Well known educators JoAnn Zerwekh and Ashley Zerwekh Garneau provide the latest information on nursing issues and trends including health care reform patient safety and patterns of nursing care delivery An emphasis on making the transition into the workplace is included in chapters such as NCLEX RN and the New Graduate Employment Considerations Opportunities Resumes and Interviewing and Mentorship Preceptorship and Nurse Residency Programs Coverage of QSEN and patient safety includes Quality and Safety Education for Nurses National Patient Safety Foundation and Institute of Medicine competencies related to patient safety and addresses communication among health care providers quality improvement and guidelines from The Joint Commission Coverage of evidence based practice includes management protocols and interventions used as the basis for clinical outcomes Coverage of nursing informatics helps you use technology access information and evaluate content to provide quality patient care and includes a discussion of the Electronic Health Record EHR Coverage of health care reform includes the Affordable Care Act of 2010 and the new Patient Bill of Rights as they apply to health care delivery and costs Student resources on an Evolve companion website include case studies for every chapter NCLEX RN review questions NCLEX RN exam style questions memory notecards and resume templates for creating professional resumes and cover letters Thorough coverage includes all of the most important issues faced by the new nurse preparing you to succeed in a professional nursing career Critical Thinking boxes offer questions and exercises asking you to apply what you have learned to clinical practice An engaging approach features lively cartoons chapter objectives bibliographies and colorful summary boxes

Electronic Resumes & Online Networking

Rebecca Smith,2000 The ways in which job hunters can market their resumes and advertise their talents have grown immensely with the advent of the Internet This second edition of Electronic Resumes and Online Networking shows hot to become Internet savvy to gather information find the right job and submit a resume online

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

Nursing Today

JoAnn Graham Zerwekh,Jo Carol Claborn,2006 Whether it's passing the NCLEX or surviving practice the real world can leave even the best students scared and unprepared That's why it's important that students learn the most up to date relevant information on the challenges and opportunities they will face upon graduation With new chapters a new full color design and content covering the hottest topics in nursing today students will discover that the 5th edition of this market leading issues and trends text is an easy to use source for understanding the professional skills needed for practice The NCLEX RN

and the New Graduate chapter is dedicated to success on the NCLEX RN exam including valuable tips on how to prepare for and pass the exam The Employment Considerations Opportunities Resumes and Interviewing chapter combines in depth coverage on seeking employment resume writing and interviewing techniques and prepares students to find and get the job they want Updated content on effective communication and team building conflict management collective bargaining and nursing informatics Other outstanding features include lively cartoons chapter objectives and exercises boxed information and critical thinking questions to keep students focused on pertinent information Full color design highlights important information and enhances visual appeal Updated Table of Contents and streamlined organization improves the flow of material covered New chapter on Mentoring and Preceptorship provides an in depth look at strategies useful when assuming these roles in practice New chapter on Nursing Theories includes discussion on nursing theorists how nursing theory is used in practice and the future of nursing theory New chapter on Work Place Issues includes timely information on workplace advocacy the nursing shortage mandatory overtime workplace safety and bioterrorism New chapter on Quality Patient Care focuses on quality management principles and their subsequent effect on both external and internal forces and the role of the nurse in quality process improvement New chapter on Cultural Spiritual Awareness describes cultural competence and the principles of culturally competent care and how end of life issues impact nursing practice

Microsoft Word for Windows
Heather Miletti Duggan,Peter Norton,1996 The Software Encyclopedia 2000 Bowker Editorial Staff,2000-05 Letter of Application and Resume Jackson,Truman H. Jackson,1989 *EE Systems Engineering Today* ,1963 Peter Norton's

Introduction to Computers Peter Norton,1997-10 **Java Examples in a Nutshell** David Flanagan,1997 From the author of Java in a Nutshell comes Java Examples in a Nutshell chock full of practical real world Java programming examples that readers can learn or modify for their own use A must have for anyone who prefers to learn by example **Comprehensive Lotus 1-2-3 Release 5 for Windows** Roger Hayen,1995 This book contains a Guided Tour and ten tutorials that present hands on instruction In these tutorials students learn how to plan build test and document 1 2 3 worksheets Moreover this book harnesses 1 2 3 s power by emphasizing the SmartIcons and other Windows features for calculating charting and managing data This book assumes no prerequisite knowledge of computers the Windows environment or 1 2 3 Pref

PowerPoint 2000 Level 1 Core: A Tutorial to Accompany Peter Norton Introduction to Computers Student Edition Peter Norton,1999-11-26 Peter Norton s PowerPoint 2000 Tutorial helps students learn to create process and present information using Microsoft PowerPoint 2000 **Proceedings of the Blended Learning in Science, Teaching and Learning**

Symposium ,2005 Presents proceedings of the annual Uniserve Conference The papers contained in this book includes topics as teaching science online tutorial benefits of online assignments blended learning and other related issues in relation to teaching science at a university level **Microsoft Office Professional - New Perspectives** June J. Parsons,Beverly B. Zimmerman,S. Scott Zimmerman,Cheryl L. Willis,Joseph J. Adamski,Dan Oja,1995-04 Part of the New Perspectives

Applications Series this text combines five individual applications It offers case study scenarios detailed coverage and extensive pedagogy for a realistic approach to learning Windows 3 1 Microsoft Word 6 0 6 1 Microsoft Excel 5 0 Microsoft Access 2 0 and Microsoft PowerPoint 4 0

Whispering the Techniques of Language: An Mental Quest through **Resume Template Today Tutorial**

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