

DENVER DAHL

Account Manager

📞 +1 555 555 5555

📍 San Francisco, CA

✉️ denver.dahl@example.com

🌐 [LinkedIn.com/denver-dahl](#)

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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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

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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 Labs 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 **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 **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

Government Executive ,1995 **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 **Microsoft Publisher 98** Elizabeth Eisner Reding,Reding,1998

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