

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.



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

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 Review Setup

Dennis V. Damp

Resume Template Review Setup:

Successful Resumes and Interviews Carl Perrin, Peter Dublin, 1993-12-31 Written in an easy to understand format this book provides in depth coverage of the job search process with special emphasis on resume development letter writing and interviewing skills Features job lead analysis shows readers how to evaluate leads and compare them to their own qualifications resume writing material explains how resumes can be effectively developed to secure job interviews letter writing material details how cover letters can be used to enhance resumes hypothetical cases help readers understand the kinds of choices they will have to make in creating their own resumes practical interview tips discuss preparation developing a positive attitude types of interviewers frequently asked questions follow up techniques and more model resumes present various formats as well as resumes for people in different careers and levels of experience ALSO AVAILABLE INSTRUCTOR SUPPLEMENTS CALL CUSTOMER SUPPORT TO ORDER Instructor's Manual ISBN 0 8273 5992 6 *Online Teaching and Learning* Beverley E. Crane, 2016-12-01 Designed for experienced librarians librarians new to the profession and library school students Online Teaching and Learning A Practical Guide for Librarians provides a comprehensive framework that encompasses all aspects of planning designing creating implementing and assessing online learning for all types of libraries including public academic special and K 12 It also provides a valuable guide for teachers administrators and other educators Online Teaching and Learning A Practical Guide for Librarians features three main sections Section I Theory into Practice forms the basis in theory of learning that ultimately influences practice It includes definition importance in today's society benefits and challenges and categories and types of online learning with examples to illustrate each Section II Creating Online Instruction explores how to create an online course describing components and stepping through the process using a model on the topic of information literacy Design and instructional tips for creating other types of online instruction are also given Section III Practical Applications provides examples of different types of online instruction and materials in all types of libraries Then step by step detail explains how librarians can create this type of instruction and or learning materials on their own Included are worksheets handouts and exercises Online Teaching and Learning A Practical Guide for Librarians puts it all together to provide what the library must consider as it prepares for this new challenge and opportunity It provides a comprehensive guide instructing online programs how to employ library services as part of their program It is also designed to instruct librarians to incorporate the skills necessary to build a virtual library environment and teach the skills required to meet the needs of online learners As the educational landscape changes with blended and online learning taking center stage new and established librarians need a guide to inform them of skills they will need and show them how to create the resources for their new online audience *Resumes For Dummies* Laura DeCarlo, 2019-02-22 Polish up that old resume and land your dream job We've all been there it's time to apply for a job or internship and you have to create or revise your resume Many questions pop in your head What do employers want What skills should I highlight How do I format this How do

I get noticed But resume writing doesn't have to be a daunting task The latest edition of Resumes For Dummies answers all of these questions and more whether you're a resume rookie looking for new tips or want to create that eye catching winning resume In this trusted guide Laura DeCarlo decodes the modern culture of resume writing and offers you insider tips on all the best practices that'll make your skills shine and your resume pop Let's start writing Write effective resumes that will stand out in a crowd Understand Applicant Tracking Systems and how to adapt your resume Keep your resume up with the current culture Position a layoff or other career change and challenge with a positive spin Leverage tips and tricks that give your resume visual power In order to put your best foot forward and stand out in a pile of papers it's important to have an excellent and effective resume and now you can **Instructor's Manual and Key with 3.5 IBM Disk to Accompany**

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