

DENVER DAHL

Account Manager
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■ San Francisco, CA

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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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Steven Provenzano

Resume Template Prices Setup:

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[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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InfoWorld, 2003-10-06 InfoWorld is targeted to Senior IT professionals. Content is segmented into Channels and Topic Centers. InfoWorld also celebrates people, companies, and projects.

PCs for Teachers Pamela R. Toliver, Carol Kellogg, 1996 Chock full of humor and easy to understand explanations, this new guide for teachers and trainers presents a complete overview of the PC, starting with an introduction to PC basics. It then moves on to offer great ideas for using PCs in a class setting and more. The disk includes templates such as attendance and progress charts for easier classroom preparation.

Chart Patterns Thomas N. Bulkowski, 2016-06-01 Take chart patterns beyond "buy triggers" to increase profits and make better trades. *Chart Patterns After the Buy* goes beyond simple chart pattern identification to show what comes next. Author and stock trader Thomas Bulkowski is one of the industry's most respected authorities in technical analysis. For this book, he examined over 43,000 chart patterns to discover what happens after you buy the stock. His findings are detailed here to help you select better buy signals, avoid disaster, and make more money. Bulkowski analyzed thousands of trades to identify common paths a stock takes after the breakout from a chart pattern. By combining those paths, he discovered the typical routes a stock takes, which he calls configurations. Match your chart to one of those configurations and you will know before you buy how your trade will likely perform. Now you can avoid potentially disastrous trades to focus on the big winners. Each chapter illustrates the behavior of a specific pattern. Identification guidelines help even beginners recognize common patterns, and expert analysis sheds light on the period of the stock's behavior that actually affects your investment. You'll discover ideal buy and sell setups, how to set price targets, and more, with almost 370 charts and illustrations to guide you each step of the way. Coverage includes the most common and popular patterns, but also the lesser-known ones like bad earnings surprises, price mirrors, price mountains, and straight line runs. Whether you're new to chart

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people companies and projects **PC World** ,1993 **Computing Japan** ,1998 *Adobe PageMaker 6.5 Against the Clock* (Firm),1998 Adobe PageMaker is the second most popular page layout application This course includes speed tricks advanced typography PageMaker s library templates and frames **Commerce Business Daily** ,1999-10 **College Grad Job Hunter** Brian D. Krueger,1995 College students want the facts They don t want to know how job hunting used to be done or how to get a job if you ve been downsized They want to know how to downplay a lack of work experience or the summer they spent flipping burgers how to get references from professors how to succeed at job fairs and how to negotiate a decent salary This book is packed with over 200 different techniques and tactics any one of which will make a significant impact on a job search There are many new and fresh ideas that can be put into immediate action No theory No philosophy Just down to earth information a college grad can use immediately in their job search **Microsoft Word for Windows** Mary V.

Campbell,1994 This thorough volume describes every Microsoft Word for Windows feature menu item command and function Bestselling author and software trainer Mary Campbell covers eveything from installation to style sheets and using the desktop publishing features The book s alphabetical format allows readers to quickly locate the information they need

Slam Dunk Resumes-- that Score Every Time! Steven Provenzano,1994 The secrets to writing a sharp focused and effective resume from a consultant who has written more than 3 000 Provenzano shows how to organize knowledge talents and achievements and use slam dunk writing and editing principles to transform a resume from boring to brilliant Includes dozens of before and after samples and 100 slam dunk resumes **Chemical Week** ,1951 Some vols include Buyer s guide

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