

DENVER DAHL

Account Manager
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■ San Francisco, CA

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EXPERIENCE

Key Account Manager

Laziori

■ 2016 - Ongoing ■ San Francisco, CA

Laziori 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 Facebook Update

Laura DeCarlo

Resume Template Facebook Update:

Practical Concepts for Capstone Design Engineering Frederick Bloetscher,Daniel Meeroff,2015-07-01 Practical Concepts for Capstone Design Engineering is the first and only comprehensive senior level college textbook that provides the essential information needed to complete a successful capstone project in civil construction or environmental engineering The concept for the book is based on replication of the steps commonly used by practicing engineers to complete design projects from site selection investigation and site planning through the preliminary design calculations and drawing preparation Students will gain valuable insight and preparation for civil and construction engineering professional practice and will learn how to smoothly transition from strictly academic work to solving real world problems in the context of their capstone projects The authors provide professional quality work examples case studies helpful hints and assignments at the end of each chapter that further enhance comprehension In addition to providing students with the key skills necessary to successfully enter the profession they will also be well prepared for the Fundamentals of Engineering Exam upon graduation

I Wish I'd Quit Sooner Laura Hambley Lovett,2026-01-13 A must have practical guide by a leading mind in the organizational psychology field for anyone suffering under a toxic boss to navigate escape recover and take back control of their career Today s workers are increasingly frustrated and disillusioned as toxic bosses are allowed to thrive across organizations and industries from the boardroom to the Zoom room I Wish I d Quit Sooner is a fresh informative and practical guide for the millions of employees worldwide who endure unhealthy workplace dynamics This insightful book helps readers recognize the signs of toxic leadership and gives them strategies to better manage their situation exit and recover Based on Dr Laura s twenty five years of applied experience in the field of organizational psychology and informed by her latest North American research on this topic this is an engaging relatable and evidence based handbook that provides a new language around the behaviors and impacts of a toxic boss including a breakdown of eight common personas the Self Serving Egomaniac the Control Freak the Dishonest Manipulator the Great Divider the Unethical Corrupter the Abusive A Hole Disordered Personalities Narcissist and Sociopath and the Gaslighter With the help of I Wish I d Quit Sooner readers will learn practical tools to identify and start important conversations to advocate for themselves and to regain control of their career and well being

Resumes For Dummies Laura DeCarlo,2015-07-14 Master the art of resume writing and boost your chances of getting hired With unemployment rates still running high getting an edge up on the competition in your field whatever it may be can be an intimidating and exhausting undertaking Luckily Resumes For Dummies is here to serve as your life raft as you navigate the murky waters of a modern day job search Inside you ll find expert guidance on writing a winning resume that will set you head and shoulders above the crowd to land that elusive interview and get the job of your dreams There s nothing easy and breezy about looking for a new job whether you currently have one or not But rather than succumbing to the panic that might convince you to hide under the covers Resumes For Dummies arms you with the

confidence you need to write a resume that will have prospective employers knocking at your door Includes tips on avoiding common resume writing mistakes Provides updates on the latest changes in the job market that you ll need to take into account when writing a resume Outlines how to approach a lay off in a professional light Covers how to confront privacy and reputation issues in online social job search Whether you re a recent graduate second timer looking for your next job prime timer who hasn t job searched in decades or the unfortunate victim of a lay off Resumes For Dummies takes the fear out of putting your skills on paper and sets you on the path to getting your foot in the door and landing the job of your dreams

Transforming Technologies to Manage Our Information William Jones,2013-10-01 With its theme Our Information Always and Forever Part I of this book covers the basics of personal information management PIM including six essential activities of PIM and six different ways in which information can be personal to us Part I then goes on to explore key issues that arise in the great migration of our information onto the Web and into a myriad of mobile devices Part 2 provides a more focused look at technologies for managing information that promise to profoundly alter our practices of PIM and through these practices the way we lead our lives Part 2 is in five chapters Chapter 5 Technologies of Input and Output Technologies in support of gesture touch voice and even eye movements combine to support a more natural user interface NUI Technologies of output include glasses and watch watches Output will also increasingly be animated with options to zoom Chapter 6 Technologies to Save Our Information We can opt for life logs to record our experiences with increasing fidelity What will we use these logs for And what isn t recorded that should be Chapter 7 Technologies to Search Our Information The potential for personalized search is enormous and mostly yet to be realized Persistent searches situated in our information landscape will allow us to maintain a diversity of projects and areas of interest without a need to continually switch from one to another to handle incoming information Chapter 8 Technologies to Structure Our Information Structure is key if we are to keep find and make effective use of our information But how best to structure And how best to share structured information between the applications we use with other people and also with ourselves over time What lessons can we draw from the failures and successes in web based efforts to share structure Chapter 9 PIM Transformed and Transforming Stories from the Past Present and Future Part 2 concludes with a comparison between Licklider s world of information in 1957 and our own world of information today And then we consider what the world of information is likely to look like in 2057 Licklider estimated that he spent 85% of his thinking time in activities that were clerical and mechanical and might someday be delegated to the computer What percentage of our own time is spent with the clerical and mechanical What about in 2057 **Canva For Dummies** Jesse Stay,2025-01-29 The essential guide to the popular beginner friendly graphic design platform Canva For Dummies is a beautiful full color reference covering everything you need to create dazzling visual materials in Canva Free and Pro versions Discover all tools templates and features at the ready plus utilize expert tips and tricks to improve your design and visual communication skills Start with basic functionalities and graphic

design principles and then work your way up to more complex design tasks with ease Canva For Dummies also covers Canva's new AI tool Magic Studio so you'll be up to speed on everything this cool app can do. Plus the useful case studies and practical design projects inside are sure to ignite your creativity. Create effective social media posts, presentations, brand style guides and everything in between thanks to the helpful guidance in this book. Understand the Canva interface and get a primer on graphic design. Explore advanced tools and techniques including Canva's new AI tool Magic Studio. Create engaging visuals for business, social media and beyond. Utilize Canva hacks and trends to make your graphics pop. This handy guide is for everyone, answering all your questions whether you're new to the platform or a current user. Rock your next design project with Canva For Dummies.

Nursing Resume Templates and Job Guide by Nurse Sarah Nurse Sarah, 2023-11-05. Nursing Resume Templates and Job Guide by Nurse Sarah. This updated eBook guide template bundle will walk you step by step through the entire nursing job process. You'll learn how to do the following: Create a stunning resume and matching cover letter, 16 professionally designed templates included with eBook that you will download, the instructions on how to download are found in the last chapter. Ace your nursing job interview with the most common job interview questions, includes sample answers, Getting letters of recommendation, putting together your nurse portfolio, Tips for finding your first nursing job and getting hired fast, Tips to transition from nursing student to new nurse, talking to doctors, common struggles, etc. Advancing in your career. And more. See table of contents. As an extra bonus, you will get in the eBook 3 of Nurse Sarah's cheat sheets, common antidotes, lab values and medication administration routes, abbreviations. Nurse Sarah BSN RN is the lead educator for the RegisteredNurseRN brand. Her YouTube channel has over 2.6 million subscribers and hundreds of millions of views from around the world.

Manufacturing Engineering, 2009. **How to Write a Resume (Interview Tips and Job Interview Questions)** Richard Forbes, Resume Templates, Cover Letters, Sample Resumes, 2015-06-11. How to Write a Resume Interview Tips and Job Interview Questions. Learn How to Craft a Professional Resume to Find Your Dream Job Easily. Everyone in the business world knows that having a good strong resume can mean the difference between getting a job and not getting a job. You will need to have a resume that is crafted professionally and that will reflect your job abilities and your experience. Having a good looking resume is so important when you are searching for a job that it should be your number one priority. It is the first thing that a potential employer will see before he or she meets you so you want it to really be compelling and make them want to pick up the phone and call you for an interview. How to write a resume is one of the books to read if you want resume writing secrets, great tips and tricks to get your resume noticed over other applicants. Tags: how to write a resume, cover letters, sample cover letter, resume template, resume templates, professional resume template, writing a cover letter, how to write a cover letter, how to write a cover letter resume examples, example of a resume, examples of resumes, how to write a good resume, job resume, how to create a resume, create a resume, creating a resume, how do you make a resume, sample resumes, best resume, best resume format, best resumes, resume tips, resume writing tips, the

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CVs, Resumes, and LinkedIn

Adrian Wallwork,2014-06-26

Are you a graduate postgraduate or PhD student Are you simply looking for a new job in the private or public sector in research or industry If your aim is to produce a professional CV or resume then this book is for you Based on interviews with recruiters and HR managers and an analysis of hundreds of CVs from around 40 different countries the book is structured as a series of FAQs Topics covered include how recruiters and HR people analyse a CV whether using a template is a good idea the difference between a CV and a resume how to present your personal details and whether to include a photo how to write an Executive Summary what to write in each section Education Work Experience Skills Personal Interests how to write dates how to highlight your language communication and team skills how to get and write references You will also learn some hints and strategies for writing a cover letter LinkedIn profile reference letter bio The last chapter of the book contains a simple template to help you get the job of your dreams

The Damn Good Resume Guide, Fifth Edition

Yana Parker,Beth Brown,2012-05-22

One of the best selling resume books of all time and a trusted resource for job seekers for nearly three decades this edition of The Damn Good Resume Guide has been completely revised and updated for today s marketplace One of the best selling resume books of all time and a trusted resource for job seekers for nearly three decades this edition of The Damn Good Resume Guide has been completely revised and updated for today s marketplace The Shortest Distance Between You and Your Next Job For hundreds of thousands of job seekers The Damn Good Resume Guide has been the go to resource for writing and refining their resumes to damn near perfection Filled with savvy advice and written in a straightforward user friendly style The Damn Good Resume Guide will help you zero in on that dream job then craft a winning resume that gets your foot in the door This tried and true best seller has been fully revised and updated for today s job market including Contemporary sample resumes all of which landed interviews with job objectives running the career gamut from line cook to sales manager school principal to software engineer Tips on creating a functional chronological or hybrid resume and advice on choosing which format is best for you What to include and what to leave out of your resume so you get the job you really want Smart ways to deal with gaps in your work history and other less than ideal resume scenarios Instructions for writing cover emails and submitting resumes electronically How to set up and excel at an informational interview Advice for formatting polishing and proofing your resume so that it stands out in the right way And much more Follow Parker and Brown s ten easy steps and you ll be well on your way to a smart effective and thoroughly modern resume a resume that makes you look good and produces results

Resumes For Dummies

Laura DeCarlo,2019-03-19 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 [How to Write a Stellar Executive Resume](#) Brenda Bernstein,2018-01-02 How to Write a Stellar Executive Resume is a step by step guide that empowers readers to create an effective and stand out from the crowd as a top candidate for an executive position Brenda Bernstein a Certified Executive Resume Master and author of the 1 Bestseller How to Write a Killer LinkedIn Profile shares the tips and tricks she s learned from more than two decades of helping job seekers get connected with the right position Readers will discover The importance of knowing the target audience and how to best connect with them Key social media tips for spreading the word about their skills and experiences Why good ol cover letters are important and how to use them effectively Power verbs to use and words to avoid Samples of successful resumes For many executives conducting a job search it may have been quite a while since they were last looking It s easier than ever to apply for a job and as a result there s a lot of competition for a limited number of openings There s a lot to learn about the recruiting world we live in and the best ways to use the tools at our disposal This book provides practical proven up to date best practices for creating an effective executive resume that gets results

English for Academic CVs, Resumes, and Online Profiles Adrian Wallwork,2019-05-07 Are you a graduate postgraduate or PhD student Building a CV or profile can be difficult for anyone but especially for those whose first language is not English This book is essential for those looking to promote themselves in the academic community and can be used both for self study as well as in an English for Academic Purposes EAP course The book contains tips do s and dont s and discussion points that can be used by instructors Based on interviews with recruiters and an analysis of hundreds of CVs from around 40 different countries the book is structured as a series of FAQs Topics covered include how recruiters and HR people analyse a CV whether using a template is a good idea how to present your personal details and whether to include a photo how to write an Objective and a personal profile what to write in each section Education Work Experience Skills Personal Interests how to highlight your language communication and team skills how to get and write references The last chapter of the book contains a simple template to help you get the job of your dreams Other books in this series include English for Writing Research

Papers English for Research Usage Style and Grammar English for Presentations at International Conferences English for Academic Research Grammar Vocabulary Writing Exercises English for Academic Correspondence English for Interacting on Campus Adrian Wallwork is the author of over 40 books aimed at helping non native English speakers to communicate more effectively in English He has published with SpringerNature Oxford University Press Cambridge University Press Scholastic BEP and the BBC Getting a Social Media Job For Dummies Brooks Briz,David Rose,2015-03-18 Your no nonsense guide to getting a job in social media Looking to snag a social media position This fun and practical guide shows you how to stand out from the competition and land your dream job in social media Inside you ll find expert and easy to follow guidance on where you should look for a job in social media how to research companies to target the social media sites where you should be active and much more Plus you ll get resume and cover letter writing tips answers to tricky interview to woo potential employers and advice on creating a valuable social media position within your current company You will also benefit from sample resumes resume templates and videos available to download and view online From SEO specialists to online community managers social media positions are the latest buzz in the job market As businesses have come to value the competitive edge that a strong social media presence can offer these jobs have quickly evolved from short term peripheral positions to highly sought after careers With the help of Getting a Social Media Job For Dummies job candidates in the social media sphere can hone their skillsets and stand head and shoulders above the crowd to not only land an interview but to score a job in this exciting field Position yourself wisely in a crowded and rapidly growing field Be active on key social sites Write a winning resume that gets your foot in the door Create a social media position in any company Packed with expert authoritative information and with a dash of humor thrown in for fun Getting a Social Media Job For Dummies is your go to handbook for landing a social media position Kick Start Your Career Lee Smith,John van Genderen,2018-03-30 For new graduates the key challenge remains how to secure that first career related job Full of guidance and tips on how to handle the complex field of job hunting Kick Start Your Career can help navigate an ever changing job market and secure your chance at your desired career It is a valuable investment in your future It advises the reader on how to stand out in job applications use social media for job searching create resumes and cover letters that stand out succeed at interviews It provides a practical hands on step by step approach With an integrated Personal Plan that helps create key job search documents it directs soon to be graduates towards achieving their career aspirations Accompanying online resources include examples and templates which can be downloaded in Word format to help you prepare resumes and other job search documents This book will help graduates progressively build up job hunting resources skills achievements resume cover letter and interview responses and turn this into a practical outcome a new job It is a key companion to any student or recent graduate exploring the job market **How to Write a Resume** Niharika Konidela,resume templates,Curriculum Vitae,2015-09-07 How to Write a Resume A Killer Resume and Cover Letter That Gets More Job Interviews Everyone in the

business world knows that having a good strong resume can mean the difference between getting a job and not getting a job. You will need to have a resume that is crafted professionally and that will reflect you your job abilities and your experience. Having a good looking resume is so important when you are searching for a job that it should be your number one priority. It is the first thing that a potential employer will see before he or she meets you so you want it to really be compelling and make them want to pick up the phone and call you for an interview. How to write a resume is one of the books to read if you want resume writing secrets great tips and tricks to get your resume noticed over other applicants. Get How to Write a Resume A Killer Resume and Cover Letter That Gets More Job Interviews Now and get the job of your dreams. Take Action Today. Scroll to the top and select the BUY button for instant download. Tags: cv resume templates cover letter resume template cover letter examples cv template curriculum vitae resume examples how to write a cover letter sample cover letter how to make a resume sample resume how to write a resume resume samples cv examples how to write a cv resumes cover letters resume format resume cover letter cv templates resume objective writing a cover letter resume example resume sample resume objective examples examples of resumes how to do a resume professional resume cover letter for resume cv format sample resumes resume tips resume writing resume cover letter examples resume help professional resume template writing a resume resume outline how to make a cv make a resume resume layouts cv writing job seekers job search job search jobsearch jobseeker job seek find a job how to get a job looking for a job find jobs jobs search jobseek how to find a job get a job find me a job looking for job **Wired for Work** Steve Weber, 2010 In today's tough job market it's hard to get the attention of recruiters or hiring managers. Routine job notices generate a blizzard of resumes burying the best candidates. But now you can get the inside track with free and low cost networking tools. You'll get early notice of new job opportunities and direct access to hiring managers. Eight in 10 employers now use LinkedIn, Twitter or Facebook to recruit or screen applicants. You can't afford to ignore these powerful new career tools. Don't get lost in the shuffle, find your dream job now. Discover new unadvertised job opportunities. Cut through red tape and connect directly with hiring managers. Find your dream job at any company, locally or across the globe. Discover today's hottest most effective job search tools. Build and expand your network of business contacts. Get powerful recommendations for your next job or promotion. Learn how to polish your online reputation. Discover warning signs of job scams and rip offs. Find your next job or easily find a new career path. Create your own personal brand. Market yourself and build your reputation. Beat competing job candidates to the punch.

How to Write a Resume Richard Bolles, Resume Maker, 2014-08-10 How to Write a Resume Learn How to Craft Professional Resume to Find Your Dream Job Easily. cover letters resume templates sample resumes Everyone in the business world knows that having a good strong resume can mean the difference between getting a job and not getting a job. You will need to have a resume that is crafted professionally and that will reflect you your job abilities and your experience. Having a good looking resume is so important when you are searching for a job that it should be your number one priority. It is the first

thing that a potential employer will see before he or she meets you so you want it to really be compelling and make them want to pick up the phone and call you for an interview How to write a resume is one of the books to read if you want resume writing secrets great tips and tricks to get your resume noticed over other applicants Tags how to write a resume cover letters sample cover letter resume template resume templates professional resume template writing a cover letter how to write cover letter how to write a cover letter resume examples example of a resume examples of resumes how to write a good resume job resume how to create a resume create a resume creating a resume how do you make a resume sample resumes best resume best resume format best resumes resume tips resume writing tips the perfect resume resume help resume writing services customer service resume resume services simple resume make a resume professional resume writers resume writer resume writers how to write resume resume writing write a resume resumes resume objective resume maker functional resume resume formats objective for resume how to build a resume resume outline curriculum vitae how to write a cv cv template cv format cv examples cv templates samples how to make a cv how to write cv writing a cv cv writing service cv resume *Resumes For Dummies* Joyce Lain Kennedy,2011-01-13 Write a winning resume and land that job interview Is your job search stalling out after you submit a resume but before you're offered an interview With a recession that has caused a 10% unemployment rate affecting 15.3 million Americans having a winning resume is vital to securing an interview and it demands a fresh look at how you write your resumes and market yourself Whether you're entering the job market for the first time looking for a new job after a lay off or changing careers Resumes For Dummies shows you the ropes and rules for a new era in recruiting and jobsearching Instructions for writing an inclusive core resume Tips on targeting a known position or tailoring a resume to specific industries Common resume writing mistakes to avoid Updated with the latest information on privacy issues in the electronic age Resumes For Dummies is your go to guide for getting your foot in the door

How to Write an Impressive CV and Cover Letter Tracey Whitmore,2017-12-21 Your CV cover letter and LinkedIn profile are your first communication with a prospective employer As the job market is more competitive than ever grabbing an employer's attention and making the right first impression has never been more important If you compromise on the quality of your CV cover letter and LinkedIn profile you reduce your chances of winning an interview This book which will appeal to anyone from entry level to board level is a step by step guide on how to approach job hunting and achieve a killer competitive advantage by producing an impressive CV cover letter and LinkedIn profile Invaluable views and advice from senior HR and industry professionals who are often the first point of entry are provided throughout the book How to Write an Impressive CV and Cover Letter will support jobseekers through the entire job hunting process It offers access to practical real life examples of CVs and cover letters that have secured interviews and helped individuals win their dream job Readers will gain access to these documents together with valuable templates as part of the book

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Resume Template Facebook Update Introduction

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