

DENVER DAHL

Account Manager

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📍 San Francisco, CA

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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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Velavancorresponding

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Microcomputing Today Steven L. Mandell,1997 **InfoWorld** ,2002-11-18 InfoWorld is targeted to Senior IT professionals Content is segmented into Channels and Topic Centers InfoWorld also celebrates people companies and projects Mastering Today's Software Edward G. Martin,Charles S. Parker,2000 The manuals in this series introduce today s professional users and students to the basics of software applications while showing them how they can successfully be applied at home school and in the business world This text deals with Access 2000 *Get Hired Now!* Ian Siegel,2021-04-13 A Wall Street Journal Bestseller Accelerate your job search stand out and land your next great opportunity In Get Hired Now ZipRecruiter founder and CEO Ian Siegel tells you exactly how to find a new job fast With an insider s view of how over a million employers really make hires Ian pulls insights from the data to give you step by step instructions for writing a resume that works finding the right jobs to apply to aing a job interview and negotiating a job offer Debunk the conventional wisdom Break the unconscious habits that are sabotaging your success Get hired in record time Relevant for every stage of your career and for every industry Get Hired Now is a one stop resource for job seekers looking to level up stand out and land the job *Learning Employment Readiness Skills - How to Re-Enter Today's Competitive Workforce.* Steve Brennan,2013-10-03 Your hands on guide for achieving a successful employment conclusion Specific job search activities self assessment quizzes understanding your transferrable skills outreach letters tips for writing quality recession proof resumes interviewing techniques and much more **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 *Step-by-Step Resumes For All Construction Trades Laborer and Contractor Positions* Evelyn U. Salvador,2020-05-15 Book Delisted **The Engineer's Career Guide** John A. Hoschette,2010-05-25 This is the most complete career resource guide book for engineers dealing with the non technical side of engineering It provides career advice for engineers at all stages of their careers whether newly graduated mid career or soon to be retired This book provides many real world practical proven common sense career tips supported by actual work and experiences examples Tips deal with problems the engineer may encounter with supervisors co workers and others in the corporation The book provides step by step guidance on how to deal with career problems and come out ahead Wired Resume Guide, Version 2.0 Cengage South-Western,Tim Krause,1999-12 **The New Perfect Resume** Tom Jackson,Ellen Perry Jackson,1996 When published thirteen years ago The Perfect Resume was the best resume book on the market It transformed the old resume list of facts into a new model an opportunity for self expression and self promotion But today s

perfect resume is not the same perfect resume of ten or even five years ago The New Perfect Resume provides the most effective strategies for dealing with the current shift away from good steady jobs to an era of temporary freelance and consulting positions In order to compete in today s business world where employers are more interested in a candidate s skills rather than experience and where no employment is guaranteed for life resumes must be highly customized and targeted to an employer with current or short term needs The New Perfect Resume shows readers how to Prepare a capabilities portfolio which focuses on a candidate s talents rather than the number of jobs they ve held Write an internal resume that defines job responsibilities for those already with a job Use E Mail the talent banks of the Internet and electronic job searches Along with all these strategies The New Perfect Resume includes all the hallmarks of a great resume book including 50 samples of winning resumes easy to use drafting forms special resumes for recent graduates salary negotiation strategies and suggestions on how to write a perfect cover letter A classic in the field of career development The New Perfect Resume is sure to become the new standard upon which all other resume books are compared *The Complete Idiot's Guide to the Perfect Resume* Susan Ireland,2006 An updated and revised edition of one of Alpha Books top career guides helps readers put together an attention grabbing resume that will help land them their dream jobs The book includes dozens of sample resume styles an action plan for a successful job search and professional advice on creating cover letters finessing the toughest interview and writing thank you and follow up letters More concise step by step information for creating a resume for a variety of commonly faced situations including career change employment gaps age discrimination and layoffs An increased emphasis on the combination resume the chronological format with skill headings within each job title section which has become one of the most widely accepted formats by employers Arms job seekers with a clear understanding of the principles of creating a great resume allowing them to adapt and apply those principles to their own personal situation no matter how difficult that situation may be **Daily Planning for Today's Classroom** Kay M. Price,Karna L. Nelson,2003 Lesson plans are required of all K 12 teachers DAILY PLANNING FOR TODAY S CLASSROOM instructs pre service or in service teachers how to write effective plans that in turn promote student learning MS Office XP ,2002 The I Series Applications textbooks strongly emphasize that students learn and master applications skills by being actively engaged by doing These texts have been written with clear error free and unambiguous steps to accomplish tasks that lead to a finished document worksheet or database table The authors made the decision that teaching how to accomplish some task is not enough for complete understanding and mastery Prior to introducing steps the authors discuss why the steps students are about to experience are important and what role the steps play in the overall plan for creating a document workbook or database **The Perfect Resume** Tom Jackson,2004 Tackle the tough employment market and land the job you want Today more than ever it takes a powerful resume to open doors to the opportunities you seek Increasingly important as hiring systems change the right resume defines your objectives your talent and the unique benefits you offer Done right it also gets

this information into the hands of the right decision makers Based on new research into hiring and staffing methods executive search electronic screening systems and public and private job banks The Perfect Resume puts you ahead of the pack whether you are after your first job or a competitive senior slot Learn how today s employment process has radically altered the way resumes are used and jobs are filled Understand how to start from the roots of your values needs and desires not simply published help wanted listings Assess your key strengths capabilities and experiences and focus them toward the situations you want most Choose formats and delivery methods that are best able to penetrate electronic and bureaucratic prescreening systems and get interviews Use e mail and custom cover letters to spotlight your worth Review case histories showing how people with special needs adapted their resumes and letters to get heard Decide how to present yourself in a way that makes the most of your best

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