

# 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.

### 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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**Thirumalaisamy P.  
Velavancorresponding**

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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

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Perry,Amy Phillips,Merrill Wells,Paige Baltzan,2004 Emphasizes that students learn and master applications skills by being actively engaged by doing Prior to introducing steps this I Series Applications textbook discusses 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 **Resumes For Dummies** Joyce Lain Kennedy,2000-05-15 Dummies keep getting smarter That s why we ve updated Resumes For Dummies 3rd Edition to keep you one step ahead for the 21st century Starting with all the tips and tricks you ll need to showcase your skills and abilities on paper this edition also takes you into the world of the cyber resume Recent grads and veteran workers alike can benefit from the strategies worksheets and sage advice from author and

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