

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.



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

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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Resume Template Today Clearance

Susan Britton Whitcomb, Pat Kendall



Resume Template Today Clearance:

Systems Software Support Services ,1990 *Specialized Information Resource Management Services* ,1990 *The Resume Handbook* Arthur D Rosenberg,2007-12 The latest edition of the popular Resume Handbook 5th edition is a straightforward approach to writing resumes designed for that purpose It contains 37 resumes each addressing a specific challenge and approach and organized according to the needs and objectives of different job seekers This handbook focuses on organization to immediately capture attention the basics what to include and what to leave out and accomplishments presents the job seeker as an achiever *High-Level Resumes* Marshall A. Brown,Annabelle Reitman,2005 A resource for every executive looking to create a resume that highlights his her experience **Resume Handbook (3rd)** Arthur D. Rosenberg,David V. Hizer,1996 Now with more than 250 000 copies of previous editions sold this bestseller shows exactly how to write direct no nonsense resumes that attract jobs This third edition presents sample resumes and letters that have been updated to reflect important changes in today s job market *Personal Resume Preparation* Michael P. Jaquish,1968 Compiling qualifications Choosing a format Supplemental material Master copy Professional resume services Covering letters Revising the resume **Job Search** David G. Henderson,1995 Newly Updated This is the Best Reference for Separating Servicemembers of All Services and Ranks Who Plan to Leave the Military Want a Smooth Transition and a Good Job in the Civilian Workforce by Effectively Marketing Their Military Skills and Experience Plus Dozens of Sample Resumes and Cover Letters for a Wide Variety of Occupations Book jacket *Jobs Now - How to Get the Job You Want* Richard M. Zink,1994 **Resume Handbook 4th Edition** Arthur D Rosenberg,David V. Hizer,2003 A guide to writing great resumes presents sample resumes for unique situations new technology for creating resumes and advice on how to take advantage of the hottest trends in the market **The Career Change Resume** Kim Isaacs,Karen Hofferber,2003 Written by the official resume advisers to Monster.com this is the ultimate guide to creating life changing resumes The Career Change Resume helps aspiring career changers reinvent themselves by showing them how to transform their resumes The book includes step by step instructions demonstrating how to craft resumes that open doors to new careers more than 150 sample resumes and cover letters valuable innovative career change tools and strategies and solutions to common problems plaguing career changers **EResumes** Susan Britton Whitcomb,Pat Kendall,2001 An A to Z guide for job seeking online in the 21st century this book tells how to construct post attach and send the perfect resume to ace the job *The Federal Resume Guidebook* Kathryn K. Troutman,1999 Applying for a federal job or promotion no longer requires a lengthy lifeless form Instead applicants can emphasize their strengths skills and smarts in resumes that will hook hiring staff and make personal qualifications shine *PC* ,1985 **The Essential Handbook for Academic Success Skills** ,1997-11 *Engineering News-record* ,1899 **Electronics** ,1980 June issues 1941 44 and Nov issue 1945 include a buyers guide section *Microtimes* ,1996 *Recruiting and Selecting Personnel* Arthur R. Pell,1969 **Railway and Engineering Review**

,1904 **American Annals of the Deaf** ,1966 Beginning with Sept 1955 issue includes lists of doctors dissertations and masters theses on the education of the deaf

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