

DENVER DAHL

Account Manager
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■ San Francisco, CA

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✉ LinkedIn.com/denver-dahl

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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O García

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International Directory of Little Magazines & Small Presses Lenard V. Fulton,2005 **Field Manuals** United States. War Department,1978-06-10 **SEC Docket** United States. Securities and Exchange Commission,1999

Computerworld ,1975-09-17 For more than 40 years Computerworld has been the leading source of technology news and information for IT influencers worldwide Computerworld's award winning Web site Computerworld.com twice monthly publication focused conference series and custom research form the hub of the world's largest global IT media network

New York Produce Review ,1895 **Engineering and Mining Journal** ,1897 **The Northwestern Miller** ,1886
Aircraft refueling United States Department of the Army,1975 *Daily Trade Bulletin* ,1888 Iron Age and Hardware,
Iron and Industrial Reporter ,1894 **Mexican Labor in the United States** Paul Schuster Taylor,1930 Commercial and Financial Chronicle and *Hunt's Merchant's Magazine* ,1874 *Comfort* ,1891 **Commercial and Financial Chronicle** **Bankers Gazette, Commercial Times, Railway Monitor and Insurance Journal** ,1874 **Bradstreet's Weekly** ,1921 **The Commercial & Financial Chronicle and Hunt's Merchants' Magazine** ,1874 The Engineer ,1880 **Dun's Review** ,1895 *The Writer's Market* ,1977 **Popular Science Monthly and World Advance** ,1926

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Table of Contents Resume Template Last 90 Days Free Shipping

1. Understanding the eBook Resume Template Last 90 Days Free Shipping
 - The Rise of Digital Reading Resume Template Last 90 Days Free Shipping
 - Advantages of eBooks Over Traditional Books
2. Identifying Resume Template Last 90 Days Free Shipping
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Resume Template Last 90 Days Free Shipping
 - User-Friendly Interface
4. Exploring eBook Recommendations from Resume Template Last 90 Days Free Shipping
 - Personalized Recommendations
 - Resume Template Last 90 Days Free Shipping User Reviews and Ratings
 - Resume Template Last 90 Days Free Shipping and Bestseller Lists
5. Accessing Resume Template Last 90 Days Free Shipping Free and Paid eBooks
 - Resume Template Last 90 Days Free Shipping Public Domain eBooks
 - Resume Template Last 90 Days Free Shipping eBook Subscription Services

- Resume Template Last 90 Days Free Shipping Budget-Friendly Options
- 6. Navigating Resume Template Last 90 Days Free Shipping eBook Formats
 - ePUB, PDF, MOBI, and More
 - Resume Template Last 90 Days Free Shipping Compatibility with Devices
 - Resume Template Last 90 Days Free Shipping Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Resume Template Last 90 Days Free Shipping
 - Highlighting and Note-Taking Resume Template Last 90 Days Free Shipping
 - Interactive Elements Resume Template Last 90 Days Free Shipping
- 8. Staying Engaged with Resume Template Last 90 Days Free Shipping
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Resume Template Last 90 Days Free Shipping
- 9. Balancing eBooks and Physical Books Resume Template Last 90 Days Free Shipping
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Resume Template Last 90 Days Free Shipping
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Resume Template Last 90 Days Free Shipping
 - Setting Reading Goals Resume Template Last 90 Days Free Shipping
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Resume Template Last 90 Days Free Shipping
 - Fact-Checking eBook Content of Resume Template Last 90 Days Free Shipping
 - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
- 14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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