

DENVER DAHL

Account Manager

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📍 San Francisco, CA

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🌐 [LinkedIn.com/denver-dahl](#)

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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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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