

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.



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

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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Resume Template Deal Tutorial

Phillips H L Staff

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The Software Encyclopedia 2000 Bowker Editorial Staff,2000-05 *Journal of Career Planning & Employment* ,1990

The Longman Guide to Writing Center Theory and Practice Robert W. Barnett,Jacob S. Blumner,2008 The Longman Guide to Writing Center Theory and Practice offers in unparalleled breadth and depth the major scholarship on writing centers This up to date resource for students instructors and scholars anthologizes essays on all major areas of interest to writing center theorists and practitioners Seven sections provide a comprehensive view of writing centers history progress theorizing the writing center defining the writing center s place writing across the curriculum the practice of tutoring cultural issues and technology

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Troyka,Cy Strom,2004 **Using WordPerfect 5** Charles O. Stewart,1988 This work offers basic information on the

WordPerfect word processing system verison 5 It includes Quick Start tutorials on macros formatting and other features and also contains a tear out command map and an introduction to version 5 for users on version 4 2

New Accountant ,1985

Job Hunters' Sourcebook Amy Darga,2002 Here is the essential updated resource job seekers need to develop a complete strategy for their job searches Alphabetically arranged by career the Sourcebook lists sources of help wanted ads employer directories employment agencies placement services electronic resources and other information sources for 206 specific careers New profiles on high profile careers such as computer and information systems manager desktop publisher and industrial production manager have been added as well Also included are helpful e mail and Web site addresses along with new information on governmental agencies and legal topics to further assist users in their searches

Microcomputer Software Buyer's Guide Tony Webster,Richard Champion,1984 Details the Top Ten Selling Programs in Several Categories Including Spreadsheets Word Processors Data Base Management

Electronic Resumes & Online Networking Rebecca Smith,1999 Smith shows how to use the Internet to conduct a better job search in this complete up to date resource guide that reveals where the jobs are how to make resumes available around the clock and how to inform the right people about one s job skills

Media Review Digest C. Edward Wall,2004

Payroll Accounting Bernard J. Bieg,2002-11 This market leading Payroll Accounting text workbook illustrates the calculation of payroll payroll taxes and the

preparation of records and reports that form the foundation of a payroll system **The National Guard Guide to Paying for Your College Education** ,2007 **Comprehensive DOS 5.0/6.0/6.2 with Windows 3.1** Harry L. Phillips,1994 Part of our New Perspectives Series this text offers a case oriented problem solving approach for learning DOS 5 0 6 0 6 2 and Windows 3 1 This Comprehensive text provides a thorough technical introduction to DOS along with concise coverage of Windows 3 1 and File Manager **Using WordPerfect in Your Job Search** David Franklin Noble,1995 A new focused kind of computer book that shows readers how to use the power of WordPerfect to create quality resumes cover letters and other important job search documents Detailed step by step instructions make it easy to create different types of resumes such as combination resumes chronological resumes resumes from templates scannable resumes and hypertext **Intro Dos 5/6/6.2 Wind 3.1** Phillips H L Staff,1994-03 This introductory text builds the basic computer management skills required of today's Information Systems professionals A useful tool for drawing comparisons between these two very different operating systems *Data Sources* ,2000 **The Web's Greatest Hits** Lynie Arden,2005 **The CPA Journal** ,2007
Communication Catalog 2005 Neil Thomson,2004-09

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