

DENVER DAHL

Account Manager
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■ San Francisco, CA

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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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Robert R. Redfield

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Cyberspace Resume Kit Mary B. Nemnich, Fred Edmund Jandt, 1999 A guide to putting a resume online that shows how to take advantage of state of the art Internet features that have revolutionized job searching. The authors show how to incorporate numerous elements into HTML resumes including graphics, color and links. Also included are evaluations of 80 plus Internet resume sites, interviews with industry insiders on the most effective ways to produce and use cyberspace resumes and how to register a Web resume. Annotation copyrighted by Book News Inc Portland OR *Design Income That Grows Without You. Automate What Matters, Scale What Works* Ahmed Musa, 2025-05-30 Still trading hours for dollars. It's time to break free. *Design Income That Grows Without You* is the ultimate playbook for entrepreneurs and creators ready to build a business that earns even when you're not working. This isn't about get rich quick schemes or empty promises. It's about smart automation, laser focused scaling and building systems that run themselves while your bank balance climbs. Inside you'll learn How to identify the parts of your business that really move the needle. The art of automating repetitive tasks without losing quality or control. Scaling proven strategies so your income multiplies not your workload. Building reliable funnels, workflows and processes that keep customers coming. Real life success stories of entrepreneurs who built income machines on autopilot. Stop hustling endlessly. Start working smarter. If you want your income to grow while you sleep, travel or focus on what matters most, this book shows you how to design a business that works for you not the other way around. *Automate what matters. Scale what works. Live free.* Federal Register, 1996-04 *The Writer's Market* Aron M. Mathieu, 1989

The Brand You 50 (Reinventing Work) Tom Peters, 1999-12-15 Michael Goldhaber writing in *Wired* said If there is nothing very special about your work no matter how hard you apply yourself you won't get noticed and that increasingly means you won't get paid much either. In times past you could be obscure yet secure now that's much harder. Again the white collar job as now configured is doomed. Soon Downsizing in the nineties will look like small change. So what's the trick? There's only one distinction. Or as we call it turning yourself into a brand. *Brand You*. A brand is nothing more than a sign of distinction. Right Nike, Starbucks, Martha Stewart. The point again that's not the way we've thought about white collar workers ourselves over the past century. The bureaucrat on the finance staff is de facto faceless plugging away, passing papers. But now in our view she is born again, transformed from bureaucrat to the new star. She works in a professional service firm and works on projects that she'll be able to brag about years from now. I call her him the New American Professional CEO of Me Inc even if Me Inc is currently on someone's payroll and of course of *Brand You*. Step 1 in the model was the organization a department turned into PSF 1.0. Step 2 is the individual reborn as *Brand You*. In 50 essential points Tom Peters shows how to be committed to your craft, choose the right projects, how to improve networking, why you need to think fun is cool and why it's important to piss some people off. He will enable you to turn yourself into an important and distinctive commodity. In short he will show you how to turn yourself into *Brand You*. See also the other 50List titles in the

Reinventing Work series by Tom Peters The Project50 and The Professional Service Firm50 for additional information on how to make an impact in the professional world **Learn HTML in a Weekend** Steven E. Callihan,1998 The fourth edition of this popular book The third edition ISBN 0761526943 has had a strong history since it was published in October of 2000 This new edition includes information on using graphics tools such as Paint Shop Pro Photoshop Fireworks and Mapedit as well as updated tutorials with new real world examples The most significant updates should be to the tables forms and graphics tutorials All tutorials will be standards based and feature designing valid HTML 4 01 Web pages *Gower Federal Service* ,1954 The Australasian Insurance & Banking Record ,1891 Underwriters' Report ,1952 **The Land Revenue Law of the North-Western Provinces** Charles Haukes Tod Crosthwaite,1875 The Resume Guide for Women of the '90s Kim Marino,1990 The Dramatists Guild Quarterly ,1984 Disadvantaged Business (DB) and Woman Business Enterprise (WBE) List ,1990 Going Public Handbook Harold S. Bloomenthal,Cannon Y. Harvey,Samuel E. Wing,2004 *SEC DOCKET August 10, 1984 INDEX for March 1984-July 1984 Volume 30, Nos. 1-20* ,1984 Photographer's Market ,1989 Connie Eidenier,1988 The Jewelers' Circular and Horological Review ,1899 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 *Communicating for Results* Cheryl Hamilton,Cordell Parker,2001 This best selling introduction to the basic concepts and techniques needed to communicate successfully in today's business world is designed to improve the communication skills of entry level managers and employees and to serve as a reference for experienced professionals who wish to refresh or update their communication skills Separate chapters on the communication process organizational theory and culture and interpersonal communication theory form the foundation for later discussions of critical listening nonverbal communication and obstacles to organizational communication Two chapters are devoted to interviewing and two chapters examine small groups and leadership processes Four final chapters offer guidance in informative and persuasive presentations including full chapter coverage on language and delivery and full chapter coverage on the use of visual aids **Florida Administrative Weekly** ,1995

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