

DENVER DAHL

Account Manager
■ +1 555 555 5555
■ 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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JL Elias

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Data Center Storage Hubbert Smith,2016-04-19 We overspend on data center storage yet we fall short of business requirements It's not about the technologies It's about the proper application of technologies to deliver storage services efficiently and affordably It's about meeting business requirements dependent on data center storage Spend less deliver more Data Center Storage Cost Effective Strategies Implementation and Management provides an industry insider's insight on how to properly scope plan evaluate and implement storage technologies to maximize performance capacity reliability and power savings It provides business and use case focused coverage of storage technology including storage area networks SAN capacity optimized drives and solid state drives It offers key insights on financially responsible spending for data center storage Delivered in accessible language the book starts with a discussion of the business merits of replacing direct attached compartmentalized storage with consolidated SAN attached storage The author advises on the use of service level applications SLAs as a tool to drive business unit collaboration with IT and prioritize those actions that impact productivity and profit from those that are less critical This business guide to applied technologies disassembles big problems into digestible segments to help you understand quantify and fix any problems that arise as you work towards meeting your growing storage needs The book builds on the consolidation and SLA driven approach to take advantage of the compelling benefits and potential savings of managed hosting and cloud storage **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 Employer Handbook Michigan. Unemployment Agency,2000 **The Executive MBA in Information**

Security Jr., John J. Trinckes,2009-10-09 According to the Brookings Institute an organization's information and other intangible assets account for over 80 percent of its market value As the primary sponsors and implementers of information security programs it is essential for those in key leadership positions to possess a solid understanding of the constantly evolving fundamental concepts **InfoWorld** ,1995-11-06 InfoWorld is targeted to Senior IT professionals Content is segmented into Channels and Topic Centers InfoWorld also celebrates people companies and projects **Electronic Job Search**

Revolution Joyce Lain Kennedy,Thomas J. Morrow,1994 A concise comprehensive guide to the emerging electronic recruitment industry Reflects phenomenal shifts in the job market occurring literally as you read these pages Features advice suggestions and tips from human resources software and database specialists on how to use computer resume databases employment tracking software and video text recruitment ads Includes dozens of company names addresses telephone and fax numbers **Underwriters' Report** ,1952 **Unemployment Agency Employer Handbook** Michigan. Department of

Consumer & Industry Services,1999

Photographer's Market Melissa Milar,William Brohaugh,1992

Photographer's Market, 1988 Connie Eidenier,1987-09 Freelance photographers will find contact names addresses pay rates photo needs submission requirements and tips for breaking in for each of 2 500 listings of buyers of freelance photos Illustrated *Insights in Crop and Product Physiology: 2021* Leo Marcelis,2022-09-30 **Photographer's Market, 1989** Connie Eidenier,1988 **The Interior** ,1899 Issues for Jan 12 1888 Jan 1889 include monthly Magazine supplement

Great Answers to Tough Interview Questions Martin John Yate,2017-08-03 Great Answers to Tough Interview Questions is the essential companion for all job seekers Having sold over 5 million copies this book includes over 200 interview questions with expert tips on how to answer them One of the bestselling job hunting books of all time Great Answers to Tough Interview Questions takes you through the whole process from composing your CV and preparing for interviews to interview techniques answering tough questions and even negotiating your new salary Crammed full of the difficult questions that interviewers might throw at you Martin John Yate gives you expert tips and suggested answers to tackle the tricky ones including Why should I give you the job What is your biggest weakness What are your salary expectations How long would you stay with the company What is your greatest strength Why do you want to work here Great Answers to Tough Interview Questions will help anyone at any stage of their career It is your indispensable guide to blowing away the competition and landing your dream job *Code of Federal Regulations* ,1999 Special edition of the Federal Register containing a codification of documents of general applicability and future effect with ancillaries

Engineering News and American Railway Journal ,1899 Engineering News-record ,1899 InfoWorld ,1995-11-27 InfoWorld is targeted to Senior IT professionals Content is segmented into Channels and Topic Centers InfoWorld also celebrates people companies and projects Photographer's Market, 1992 Sam Marshall,1991-09 The most comprehensive book of its kind Photographer's Market contains 2 500 up to date listings of U S Each listing contains the contact name and address submission requirements photo specifications pay rates and tips from the buyer on how to break in

The Code of Federal Regulations of the

United States of America ,1999 The Code of Federal Regulations is the codification of the general and permanent rules published in the Federal Register by the executive departments and agencies of the Federal Government

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