

DENVER DAHL

Account Manager

📞 +1 555 555 5555

📍 San Francisco, CA

✉️ denver.dahl@example.com

🌐 [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.



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

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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Richard Bailey



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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

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