

# 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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## **Table of Contents Resume Template Today**

1. Understanding the eBook Resume Template Today
  - The Rise of Digital Reading Resume Template Today
  - Advantages of eBooks Over Traditional Books
2. Identifying Resume Template Today
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Resume Template Today
  - User-Friendly Interface
4. Exploring eBook Recommendations from Resume Template Today
  - Personalized Recommendations
  - Resume Template Today User Reviews and Ratings
  - Resume Template Today and Bestseller Lists
5. Accessing Resume Template Today Free and Paid eBooks
  - Resume Template Today Public Domain eBooks

- Resume Template Today eBook Subscription Services
- Resume Template Today Budget-Friendly Options

6. Navigating Resume Template Today eBook Formats

- ePub, PDF, MOBI, and More
- Resume Template Today Compatibility with Devices
- Resume Template Today Enhanced eBook Features

7. Enhancing Your Reading Experience

- Adjustable Fonts and Text Sizes of Resume Template Today
- Highlighting and Note-Taking Resume Template Today
- Interactive Elements Resume Template Today

8. Staying Engaged with Resume Template Today

- Joining Online Reading Communities
- Participating in Virtual Book Clubs
- Following Authors and Publishers Resume Template Today

9. Balancing eBooks and Physical Books Resume Template Today

- Benefits of a Digital Library
- Creating a Diverse Reading Collection Resume Template Today

10. Overcoming Reading Challenges

- Dealing with Digital Eye Strain
- Minimizing Distractions
- Managing Screen Time

11. Cultivating a Reading Routine Resume Template Today

- Setting Reading Goals Resume Template Today
- Carving Out Dedicated Reading Time

12. Sourcing Reliable Information of Resume Template Today

- Fact-Checking eBook Content of Resume Template Today
- Distinguishing Credible Sources

13. Promoting Lifelong Learning

- Utilizing eBooks for Skill Development
- Exploring Educational eBooks

#### 14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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