

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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Katrin Zwirglmaier

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Weinstein,1982 **Easy Netscape Communicator 4** Jim Minatel,1996-12 Illustrated in colour throughout this step by step guide uses a proven approach to learning the basics Just follow the simple directions watch the task unfold on sample screens and then do it for yourself EResumes Susan Britton Whitcomb,Pat Kendall,2001 An A to Z guide for job seeking online in the 21st century this book tells how to construct post attach and send the perfect resume to ace the job

Microsoft Publisher 98 Elizabeth Eisner Reding, Reding, 1998 *Dynamic HTML* Sasha Vodnik, 1998 Part of the Illustrated Series this text offers a quick highly visual step by step approach for learning how to create interactive dynamic Web pages using DHTML Also includes coverage of cascading style sheets and scripting Terrific as a reference for future use

Successful Resumes and Interviews Carl Perrin, Peter Dublin, 1993-12-31 Written in an easy to understand format this book provides in depth coverage of the job search process with special emphasis on resume development letter writing and interviewing skills Features job lead analysis shows readers how to evaluate leads and compare them to their own qualifications resume writing material explains how resumes can be effectively developed to secure job interviews letter writing material details how cover letters can be used to enhance resumes hypothetical cases help readers understand the kinds of choices they will have to make in creating their own resumes practical interview tips discuss preparation developing a positive attitude types of interviewers frequently asked questions follow up techniques and more model resumes present various formats as well as resumes for people in different careers and levels of experience ALSO AVAILABLE INSTRUCTOR SUPPLEMENTS CALL CUSTOMER SUPPORT TO ORDER Instructor's Manual ISBN 0 8273 5992 6 *PowerPoint 7.0 for Windows* Margaret Marple, Sharon Anne Fisher-Larson, 1999-12 PowerPoint 7 for Windows 95 equips students with the skills they need for success using Microsoft PowerPoint in today's hottest computer operating environment An extensive array of exercises teaches and challenges students while illustrations of screens and the accompanying icons help them to follow instructions for hands on practice Students gain real world experience by performing many of the same tasks required in business settings A comprehensive instructional package allows instructors to tailor the program to teaching styles lab needs student objectives and student learning styles

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Maureen Sprankle, 2003 Ideal for novice and experienced programmers alike this book shows readers how problem solving is the same in all computer languages regardless of syntax Using a step by step generic non language specific approach with detailed explanations and many illustrations it presents the tools and concepts required when using any programming language to develop computer applications

Creative Job Search Brian Lambie, 2002-11 **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

Webmaster Career Starter Joan Vaughn, 1999 Webmaster It's as exciting a career as it sounds And at this point in time it has just about everything going for it Soaring salaries Flexible hours Your choice of locations Work that's out there on the cutting edge of information technology And for the future Opportunities unlimited

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functionality use with ASP and more For creating and designing cutting edge Web sites this is the ultimate guide to Frontpage 2002 This book will help users build sophisticated Web sites and intranets with FrontPage 2002 integrate Office functionality with FrontPage to create seamless intranets and master advanced scripting XML Active X controls and Active Server Pages **QuarkXPress 3.3 for Macintosh** Elaine Weinmann,1994 Numerous special tips placed throughout the book are designed to help beginners avoid potential problems Contains 400 screen dumps and graphics and a new eight page appendix containing changes specific to Version 3.3

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