

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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Warren Simons,Rose Curtis



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High-Level Resumes Marshall A. Brown, Annabelle Reitman, 2005 A resource for every executive looking to create a resume that highlights his/her experience

How to Climb the Self-Publishing Rockface Jayne Willingale, 2024-04-28 Knowing what to expect when you are self-publishing is half the battle. *How to Climb the Self-Publishing Rockface* takes you through the main self-publishing routes step by step so there are no surprises when you start. It covers the same processes as in my videos available here but in greater depth. It will give you the behind-the-scenes look at each of the publishing routes as well as the main points to cover before you start. A guide through the main online publishing routes and the best way to go about it. What you need to have before you publish. How best to keep track of what you are doing and why. A whole range of resources to help you. I show you each step of the publishing process in three different platforms. Give you links to extra help and if you need even more help there is a Companion Workbook available too. If you've written a book or always wanted to publish a book online but had no clue how to go about it, this is the book for you.

The Resume.Com Guide to Writing Unbeatable Resumes Warren Simons, Rose Curtis, 2003-08-22 The nation's #1 online resume service offers its exclusive advice on how to craft a winning resume. *The Resume.com Guide to Writing Unbeatable Resumes* draws upon the author's considerable expertise as well as the vast Resume.com database to arm job seekers with sample resumes for every profession and job category at every level from entry-level to executive. A comprehensive database of keywords arranged by industry. Electronic job hunting advice and strategies with tips on how to make any resume stand out online. A detailed Before/After resume trouble-shooting worksheet. Job seekers will also find an exciting added value with this essential text. With the purchase of this book they'll be able to receive a free resume consultation with one of Resume.com's career consultants.

The Federal Resume Guidebook Kathryn K. Troutman, 1999 Applying for a federal job or promotion no longer requires a lengthy lifeless form. Instead, applicants can emphasize their strengths, skills, and smarts in resumes that will hook hiring staff and make personal qualifications shine.

Sams Teach Yourself Microsoft Office Word 2003 in 24 Hours Heidi Steele, 2004 Whether new to Word 11 or upgrading from an earlier version, the reader can use the step-by-step tutorial lessons to accomplish everyday Word tasks.

Instructor's Manual and Key with 3.5 IBM Disk to Accompany PowerPoint 7 for Windows 95 Margaret Marple, Sharon Anne Fisher-Larson, 1997-04-28 The Annotated Instructor's Edition provides the kind of point-of-instruction assistance you need to enrich your teaching with relevance and effectiveness. It's designed to help you meet the diverse needs and learning styles of your students.

Resumes for Hard Times Bob 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 **Creative Job Search**, 2005 **Problem Solving and Programming Concepts** 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 *FrontPage 2002 Developer's Guide* Mike Jennett, 2001 Build powerful database driven Web sites using this comprehensive and hands on developer's guide Use Frontpage 2002 with DHTML integrate Office

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