

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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Warren Simons,Rose Curtis

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High-Level Resumes Marshall A. Brown,Annabelle Reitman,2005 A resorce 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 entrylevel 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 Midwest **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

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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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