

DENVER DAHL

Account Manager

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📍 San Francisco, CA

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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.



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

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

Resume Template Tricks Tutorial

J Spring



Resume Template Tricks Tutorial:

Bookmarking Alicia E. Vandenbroek, 2012-07-16 With easy to follow tutorial guides this book is your one stop shop for implementing creative activities for all ages on social bookmarking tools Focusing on ways social bookmarking can impact academic and public libraries and increase collaborations with both patrons and faculty *Bookmarking Beyond the Basics* introduces a variety of social bookmarking websites with helpful tutorials and activities for a wide range of users It addresses social bookmarking sites such as Delicious Avos LaterThis Jog the Web Sqworl LiveBinders Diigo and covers shared bookmarking with QR codes The description of each website is accompanied by practical information on how to use this bookmarking tool in the classroom school library or public library to create personal learning networks and provide resources for patrons The book describes ways classroom teachers can work collaboratively with librarians to incorporate social bookmarking into the classroom Included activities are developmentally appropriate for primary grade students up to adult patrons *Macworld*, 1991 **The Web's Greatest Hits** Lynie Arden, 2005 **625+ Easy Digital Product Ideas For Earning Passive Income While You Sleep** Om Prakash Saini, 2024-02-16 Embark on a journey of endless possibilities with 625 Easy Digital Product Ideas For Earning Passive Income While You Sleep This book is your ultimate guide to unlocking the world of online entrepreneurship without breaking a sweat Packed with over 625 simple and lucrative digital product ideas it covers a wide range of categories like Ebooks and Written Content Online Courses Printables Stock Photos Videos Audio Products Software 3D Models Web Development Resources and more Whether you re a seasoned digital entrepreneur or a newbie looking to make money while you snooze this book has something for everyone Dive into the realm of passive income and discover how to turn your creativity into cash From crafting engaging Ebooks to developing user friendly applications the book is a treasure trove of inspiration With clear and accessible language it breaks down complex ideas making it perfect for anyone ready to take the leap into the world of online income Don t just dream about financial freedom make it a reality with 625 Easy Digital Product Ideas For Earning Passive Income While You Sleep Your journey to success starts now Learn HTML in a Weekend Steven E. Callihan, 1998 The fourth edition of this popular book The third edition ISBN 0761526943 has had a strong history since it was published in October of 2000 This new edition includes information on using graphics tools such as Paint Shop Pro Photoshop Fireworks and Mapedit as well as updated tutorials with new real world examples The most significant updates should be to the tables forms and graphics tutorials All tutorials will be standards based and feature designing valid HTML 4 01 Web pages *Cultivating Communication in the Classroom* Lisa Johnson, 2017-02-23 Building 21st Century communication skills Students are expected to be innovators creative thinkers and problem solvers But what if they can t communicate their ideas persuasively Knowing how to share ideas is as crucial as the ideas themselves Unfortunately many students don t get explicit opportunities to hone this skill *Cultivating Communication in the Classroom* will help educators design authentic learning experiences that allow students to practice

their skills Readers will find Real world insights into how students will be expected to communicate in their future careers and education Strategies for teaching communication skills throughout the curriculum Communication Catchers for igniting ideas

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Different Resume Templates For Any Jobs Samuel Languell, 2021-08-10 This book is a step by step guide for creating or updating your resume Great practical tips for all from the college grad to the experienced professional Discover how to tailor make your resume for each position you apply for and how to write keywords in your resumes that will address the needs and wants of the hiring manager You ll also be taught how to make your information stand out among the hundreds of other hopeful candidates and how using the information provided in this book will put you at the top of the to be interviewed pile In this book you will learn Exactly what hiring managers are looking for when scanning hundreds or thousands of resumes Effective follow up strategies that will not make you look desperate Different resume templates and the job postings that they would be most suited to The best ways to sell your skills and achievements And much more

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