

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 Top Setup

Douglas Brown, Scott Wilson



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the nursing process Also useful are review questions to help you get ready for the NCLEX PN examination Written by educators Lisa Falgatore Carroll and Janyce Collier this edition adds new insight into the ways self empowerment can help you achieve positive outcomes in class and on the job Basic career information includes the value of the LPN workforce trends state regulations governing LPN practice and insight into safe practice and NCLEX PN success Learning features in each chapter include objectives and key terms with phonetic pronunciations with definitions in the text and in the glossary Storytelling narratives at the beginning of specific chapters use real life scenarios to provide context for the topic Get Ready for the NCLEX PN Examination section at the end of each chapter includes key points critical thinking scenarios additional learning resources and review questions with answers at the back of the book Test taking and interview preparation tips prepare students to take the NCLEX PN Examination and guide you through the job search applications and interviews including electronic resumes Critical Thinking boxes provide opportunities to practice problem solving Coordinated Care boxes develop leadership and management skills with hints tools and activities Keep in Mind boxes introduce the underlying theme of each chapter Professional Pointers boxes give advice on nursing best practices in practice settings Try This boxes challenge students to imagine visualize and think outside the box Full color design makes this text visually appealing and easy to read References cite evidence based information and can be found in the back of the book NEW Next Generation NCLEX NGN Examination style questions are provided at the end of each chapter NEW Empowerment boxes introduce tools that can affect positive outcomes in class clinicals and professional practice NEW Updated content includes delegation preparing students for leadership positions immediately upon graduation and the latest on clinical judgment Success in Practical/Vocational Nursing - E-Book Patricia Knecht,2020-08-01 Get the proven guidance you need to succeed in both nursing school and professional LPN LVN practice with Success in Practical Vocational Nursing From Student to Leader 9th Edition Focusing on must have leadership and problem solving skills this unique market leading text covers the soft skills that are essential for success in nursing school in the job market and in professional practice Topics build on each other in a logical manner beginning with tools you ll need for success in class continuing to the skills needed in LPN LVN practice and culminating in the higher level roles and responsibilities of the LPN LVN as a leader The newest feature box on empowerment introduces you to the concepts of self reflection self growth and power to enhance your student experience and accomplish positive outcomes in nursing school and in practice Additionally like in previous editions Critical Thinking and Try This boxes are incorporated throughout this ninth edition to challenge you in thinking outside of the box to solve personal academic and professional situations There are also practice review questions at the end of each chapter help you prepare for the NCLEX PN examination and chapters on Workforce Trends and Nurse State Practice Acts to help you easily move from the academic to the practice setting With all its proven guidance and insight this text is must have for any LPN LVN student wanting to find success in today s demanding healthcare environment **The Actor's Picture/resume Book**

Jill Charles, Tom Bloom, 1991 **The Perfect Resume** Tom Jackson, 2004 Tackle the tough employment market and land the job you want Today more than ever it takes a powerful resume to open doors to the opportunities you seek Increasingly important as hiring systems change the right resume defines your objectives your talent and the unique benefits you offer Done right it also gets this information into the hands of the right decision makers Based on new research into hiring and staffing methods executive search electronic screening systems and public and private job banks The Perfect Resume puts you ahead of the pack whether you are after your first job or a competitive senior slot Learn how today s employment process has radically altered the way resumes are used and jobs are filled Understand how to start from the roots of your values needs and desires not simply published help wanted listings Assess your key strengths capabilities and experiences and focus them toward the situations you want most Choose formats and delivery methods that are best able to penetrate electronic and bureaucratic prescreening systems and get interviews Use e mail and custom cover letters to spotlight your worth Review case histories showing how people with special needs adapted their resumes and letters to get heard Decide how to present yourself in a way that makes the most of your best **The ABCs of Word 97** Guy Hart-Davis, 1997 Word this book covers basic elements of the software but focuses on providing clear and concise instructions for using Word s most practical features **ABCs of MS Office 97** Guy Hart-Davis, 1997 this new version of Office this book covers basic elements of the software but focuses on providing clear and concise instructions for using the suite s most practical features It is the ideal reference for those who work with several software packages and need a quick course on how to accomplish time critical tasks with a particular module of Office The Black Book of Outsourcing Douglas Brown, Scott Wilson, 2012-06-12 Revised for 2009 and beyond The Black Book of Outsourcing is a comprehensive guide and directory for the evolving field of outsourcing including expert advice on how to operate an outsourcing program Valuable governance checklists offshoring insights best practices and one of kind resources are featured in this bible of the outsourcing industry First published in 2005 this topical bestselling manual explores the evolution of both outsourcing buyers and suppliers Outsourcing and research gurus Douglas Brown and Scott Wilson chart a course of advice for business leaders charged with managing sourcing initiatives present a wealth of opportunities for job seekers and offer insights for entrepreneurial thinkers and investors worldwide **Public Interest Job Search Guide** , 1991 **Business Communication** Richard D. Featheringham, Nancy Csapo, 2007-08 *College Grad Job Hunter* Brian D. Krueger, 1995 College students want the facts They don t want to know how job hunting used to be done or how to get a job if you ve been downsized They want to know how to downplay a lack of work experience or the summer they spent flipping burgers how to get references from professors how to succeed at job fairs and how to negotiate a decent salary This book is packed with over 200 different techniques and tactics any one of which will make a significant impact on a job search There are many new and fresh ideas that can be put into immediate action No theory No philosophy Just down to earth information a college grad can use immediately in their job search Computing

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Table of Contents Resume Template Top Setup

1. Understanding the eBook Resume Template Top Setup
 - The Rise of Digital Reading Resume Template Top Setup
 - Advantages of eBooks Over Traditional Books
2. Identifying Resume Template Top Setup
 - 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 Top Setup
 - User-Friendly Interface
4. Exploring eBook Recommendations from Resume Template Top Setup
 - Personalized Recommendations
 - Resume Template Top Setup User Reviews and Ratings
 - Resume Template Top Setup and Bestseller Lists
5. Accessing Resume Template Top Setup Free and Paid eBooks
 - Resume Template Top Setup Public Domain eBooks
 - Resume Template Top Setup eBook Subscription Services
 - Resume Template Top Setup Budget-Friendly Options

6. Navigating Resume Template Top Setup eBook Formats
 - ePub, PDF, MOBI, and More
 - Resume Template Top Setup Compatibility with Devices
 - Resume Template Top Setup Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Resume Template Top Setup
 - Highlighting and Note-Taking Resume Template Top Setup
 - Interactive Elements Resume Template Top Setup
8. Staying Engaged with Resume Template Top Setup
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Resume Template Top Setup
9. Balancing eBooks and Physical Books Resume Template Top Setup
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Resume Template Top Setup
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Resume Template Top Setup
 - Setting Reading Goals Resume Template Top Setup
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Resume Template Top Setup
 - Fact-Checking eBook Content of Resume Template Top Setup
 - 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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