

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.



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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Resume Template Last 90 Days Setup

H Kauffman

A red circular graphic with a gradient, appearing as a partial circle or a thick arc, located to the right of the name bar.

Resume Template Last 90 Days Setup:

Data Center Storage Hubbert Smith, 2016-04-19 We overspend on data center storage yet we fall short of business requirements It s not about the technologies It s about the proper application of technologies to deliver storage services efficiently and affordably It s about meeting business requirements dependent on data center storage Spend less deliver more Data Center Storage Cost Effective Strategies Implementation and Management provides an industry insider s insight on how to properly scope plan evaluate and implement storage technologies to maximize performance capacity reliability and power savings It provides business and use case focused coverage of storage technology including storage area networks SAN capacity optimized drives and solid state drives It offers key insights on financially responsible spending for data center storage Delivered in accessible language the book starts with a discussion of the business merits of replacing direct attached compartmentalized storage with consolidated SAN attached storage The author advises on the use of service level applications SLAs as a tool to drive business unit collaboration with IT and prioritize those actions that impact productivity and profit from those that are less critical This business guide to applied technologies disassembles big problems into digestible segments to help you understand quantify and fix any problems that arise as you work towards meeting your growing storage needs The book builds on the consolidation and SLA driven approach to take advantage of the compelling benefits and potential savings of managed hosting and cloud storage [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 **The Executive MBA in Information Security** Jr., John J. Trinckes, 2009-10-09 According to the Brookings Institute an organization s information and other intangible assets account for over 80 percent of its market value As the primary sponsors and implementers of information security programs it is essential for those in key leadership positions to possess a solid understanding of the constantly evolving fundamental conc **Employer Handbook** Michigan. Unemployment Agency, 2000 **Industrial World** , 1913 [InfoWorld](#) , 1995-11-06 InfoWorld is targeted to Senior IT professionals Content is segmented into Channels and Topic Centers InfoWorld also celebrates people companies and projects *American Manufacturer and Trade of the West* , 1913 **Unemployment Agency Employer Handbook** Michigan. Department of Consumer & Industry Services, 1999 **Western Electrician** , 1898 *The Code of Federal Regulations of the United States of America* , 1999 The Code of Federal Regulations is the codification of the general and permanent rules published in the Federal Register by the executive departments and agencies of the Federal Government [Engineering and Mining Journal](#) , 1897 **Brick and Clay Record** , 1917 **Railroad Age Gazette** , 1909 [America's Textile Reporter](#) , 1902

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