

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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Lynie Arden

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Competency-Based Resumes Robin Kessler, 2004-11-15 Millions of job hunters and employers are frustrated Why aren

t they working together more effectively Because employers have changed the job search playing field and too many candidates are using yesterday s strategies Do you want the key to the best jobs with the best employers It s time to play offense instead of defense Competency Based Resumesshows today s job candidates a new more targeted way to write resumes to get them back on the same playing field with the best employers and improve their odds of winning the job they want The system an employer uses when filling jobs has changed significantly in the past few years and it is still evolving Rather than simply looking at an applicant s past jobs companies are instead looking at candidate s experiences in certain key areas including measurable work habits and the personal skills known as competencies used to achieve objectives at work Competency Based Resumes offers you a new and effective way to create resumes that emphasizes the knowledge skills and abilities that you have and employers need Many sophisticated U S and international organizations are using competency based systems to recruit interview select and promote Corporations such as American Express Coca Cola Sears and MetLife are all looking for specific competencies Creating your own competency based resume will Confirm to the employer that you have the expertise or competencies they are looking for Improve your chances of being selected for interviews for the position you want Help you to be perceived as being more competitive Enable you to explain sticky areas in your background in a more positive way Most applicants do not know how to apply for jobs based on this new dynamic Few candidates write their resumes so their critical competencies are obvious Competency Based Resumes will move your resume to the top of the pile giving you the edge you need in any job market no matter how competitive

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Computing Today Steven L. Mandell,1997 Introduces computer concepts applications and programming including how to use the AppleWorks Data Base Program how to program in BASIC and career opportunities in computer operations

The Career Change Resume Kim Isaacs,Karen Hofferber,2003 Written by the official resume advisers to Monster com this is the ultimate guide to creating life changing resumes The Career Change Resume helps aspiring career changers reinvent themselves by showing them how to transform their resumes The book includes step by step instructions demonstrating how

to craft resumes that open doors to new careers more than 150 sample resumes and cover letters valuable innovative career change tools and strategies and solutions to common problems plaguing career changers *PC Mag*, 1999-04-06 PCMag.com is a leading authority on technology delivering Labs based independent reviews of the latest products and services Our expert industry analysis and practical solutions help you make better buying decisions and get more from technology

Editor & Publisher, 1989-04 Directory of interactive products and services included as section 2 of a regular issue annually 1995 **Artist's Market**, 1992 *Artist's Market '87* Conner Susan, 1986-10 Freelance artists looking for new marketing opportunities will find listings of 2 500 buyers of all types of graphic art and in depth information on each listing Illustrated *PC World*, 1993 **Word 2003** Scott Basham, 2004 **How to Get a Job in Denver and Central Colorado** Robert Sanborn, Chris Ott, 1999 Names contact information and descriptions of more than 1 500 employers in 50 industries from sports and recreation to healthcare and aerospace are just the tip of the iceberg in this concise guide to job searching in Denver and the Eastern Slope How to Get a Job in Seattle and Western Washington Robert Sanborn, Marc D. Snyder, 1998 From job hunting on the Internet to handling office romance this book covers it all If your goal is a rewarding career in Seattle the Pacific Northwest or even Portland Oregon this book can help you find and land the job you want You'll find virtually all of the major employers between these covers with the information you need to make contact **How to Get a Job in the San Francisco Bay Area** Robert Sanborn, Will Flowers, 1998 This book can help those seeking a rewarding career in San Francisco the Bay Area San Jose and the Silicon Valley or Sacramento find and land the job they want Employment opportunities are rampant in this vibrant region of the country This book shows how to get the contacts through networking and offers guidance on resume writing interviewing and much more *The On-line Job Search Companion* James C. Gonyea, 1995 Boot up log on and find work This accessible guide to job hunting and career building the electronic way tells job seekers everything they need to know about hardware software on line services and related technologies that can connect them instantly to thousands of employers and job bank databases How to Get a Job in New York City and the Metropolitan Area Robert Sanborn, Eva Lederman, 1998

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Table of Contents Resume Template This Month Setup

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

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