

DENVER DAHL

Account Manager
■ +1 555 555 5555
■ 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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**Richard Forbes,Resume
Templates,Cover Letters,Sample
Resumes**

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Build a Great Team Catherine Hakala-Ausperk, 2013-04-22 With library staffing levels and services cut to the bone creating a team that communicates well and functions smoothly is more important than ever Building on the model of her bestselling book *Be A Great Boss* Hakala Ausperk presents a handy self guided tool to the dynamic role of team building Organized in 52 modules designed to cover a year of weekly sessions but easily adaptable for any pace this workbook will show you how to Manage staff across different age groups and skill sets Improve communication between team members Mentor other staff members Keep your team organized in a culture of change Suitable for all levels of management from first line supervisors to library directors this book lays out a clear path to learning the essentials of building and maintaining a first rate team [How to Write a Resume \(Interview Tips and Job Interview Questions\)](#) Richard Forbes, Resume

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as for beginners and it is sometimes known by the nickname sonata facile or sonata semplice despite this the sonata is
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