

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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Resume Template Review Tutorial

Heather Miletti Duggan, Peter Norton

Resume Template Review Tutorial:

Administrative Assistant's and Secretary's Handbook James Stroman, Kevin Wilson, Jennifer Wauson, 2014-06-18 The expectations and duties of the modern day administrative assistant are higher and more stressful than ever before. The Administrative Assistant's and Secretary's Handbook will help professionals everywhere come out on top. From managing the phones, coordinating meetings and preparing presentations to planning events, crafting clear business communications and deciphering legal documents, administrative assistants need to be everything to everyone all the time and all with a smile. They spend all day helping others but who is going to help them? For office professionals seeking to improve their performance and enhance their value to employers, this handbook is the definitive source of help for these true jack of all trades. In The Administrative Assistant's and Secretary's Handbook, you will find information on topics such as Creating graphics, charts and presentations, Microsoft Word, Excel, Outlook and Publisher, Web conferencing, Electronic and paper filing systems, Recordkeeping, Meeting planning and management, Business math, and much more. Extensively updated with new information on Windows 8, Microsoft Office 2013, Apple OS, mobile computing, computer software troubleshooting, data security, Google Calendar, Google Drive, Google Docs and Microsoft Web Applications, this bestselling guide will help these unsung heroes shine in the eyes of all their coworkers.

Letter of Application and Resume Jackson, Truman H.

Jackson, 1989 *Word Tutorials* Smart books, Word Tutorials complete guide for beginners **The National Guard Guide to Paying for Your College Education**, 2007 [IC3: Internet and Computing Core Certification Global Standard 4 Study Guide](#) Ciprian Adrian Rusen, 2015-04-27 Hands on IC3 prep with expert instruction and loads of tools. IC3 Internet and Computing Core Certification Global Standard 4 Study Guide is the ideal all in one resource for those preparing to take the exam for the internationally recognized IT computing fundamentals credential. Designed to help candidates pinpoint weak areas while there's still time to brush up, this book provides one hundred percent coverage of the exam objectives for all three modules of the IC3 GS4 exam. Readers will find clear, concise information, hands on examples and self-paced exercises that demonstrate how to perform critical tasks. This useful guide includes access to a robust set of learning tools including chapter review questions, a practice test environment, electronic flashcards and author videos that explain complex topics. The certification consists of three separate exams: Computing Fundamentals, Key Applications and Living Online. Candidates are given fifty minutes to answer forty five questions so rapid recall and deep understanding are critical to success. IC3 Internet and Computing Core Certification Global Standard 4 Study Guide provides expert instruction on everything candidates need to know, including hardware, software, networking and more. Review operating system basics and common application features. Understand troubleshooting and safe computing. Learn basic word processing, spreadsheet, presentation and database activities. Study networking concepts, digital communication and research fluency. The exam includes both multiple choice and performance based questions and this guide provides plenty of both so candidates can get comfortable with both material.

and format More than just a memorization tool this book helps exam candidates understand the material on a fundamental level giving them a greater chance of success than just going it alone For the IC3 candidate who is serious about certification IC3 Internet and Computing Core Certification Global Standard 4 Study Guide is the complete hands on exam prep guide

Nursing Today - E-Book JoAnn Zerwekh,Ashley Zerwekh Garneau,2014-03-25 Popular with nursing students for its humorous cartoons and easy to read style Nursing Today Transition and Trends 8th Edition helps you make a successful transition from student to practicing nurse It covers the profession's leading issues and opportunities ensuring that you graduate not only with patient care skills but also with career development skills such as resume writing finding a job and effective interviewing Study questions and test taking tips prepare you for the NCLEX RN exam and discussions of communication and management prepare you to succeed in the workplace Well known educators JoAnn Zerwekh and Ashley Zerwekh Garneau provide the latest information on nursing issues and trends including health care reform patient safety and patterns of nursing care delivery An emphasis on making the transition into the workplace is included in chapters such as NCLEX RN and the New Graduate Employment Considerations Opportunities Resumes and Interviewing and Mentorship Preceptorship and Nurse Residency Programs Coverage of QSEN and patient safety includes Quality and Safety Education for Nurses National Patient Safety Foundation and Institute of Medicine competencies related to patient safety and addresses communication among health care providers quality improvement and guidelines from The Joint Commission Coverage of evidence based practice includes management protocols and interventions used as the basis for clinical outcomes Coverage of nursing informatics helps you use technology access information and evaluate content to provide quality patient care and includes a discussion of the Electronic Health Record EHR Coverage of health care reform includes the Affordable Care Act of 2010 and the new Patient Bill of Rights as they apply to health care delivery and costs Student resources on an Evolve companion website include case studies for every chapter NCLEX RN review questions NCLEX RN exam style questions memory notecards and resume templates for creating professional resumes and cover letters Thorough coverage includes all of the most important issues faced by the new nurse preparing you to succeed in a professional nursing career Critical Thinking boxes offer questions and exercises asking you to apply what you have learned to clinical practice An engaging approach features lively cartoons chapter objectives bibliographies and colorful summary boxes

Career Growth Lucas Morgan,AI,2025-02-28 Career Growth provides a comprehensive guide to navigating the modern workplace focusing on strategic career planning continuous skill development and effective networking Recognizing that career advancement is no longer a linear climb the book emphasizes proactive self management as the key to long term professional fulfillment It highlights the importance of adaptability in a rapidly evolving global economy and the need to build a strong professional brand Did you know that consistent upskilling can significantly increase your earning power Or that strategic networking can open doors to unexpected opportunities The book progresses systematically beginning with self assessment and goal setting

then moving on to skill development strategies and concluding with networking techniques It offers practical tools and frameworks supported by research from organizational psychology and career counseling to help readers take ownership of their careers Case studies illustrate how successful professionals across various industries have leveraged these strategies to achieve their goals Targeting early to mid career professionals and anyone feeling stuck Career Growth empowers readers to create personalized career plans identify skill gaps and enhance their visibility It encourages informed decision making and calculated risk taking ultimately leading to greater career satisfaction and success This approach ensures that readers are well equipped to navigate the complexities of their professional trajectory Career Planning Today C. Randall Powell,1990

Microsoft Word for Windows Heather Milette Duggan,Peter Norton,1996 **PowerPoint 2000 Level 1 Core: A Tutorial to Accompany Peter Norton Introduction to Computers Student Edition** Peter Norton,1999-11-26 Peter Norton s PowerPoint 2000 Tutorial helps students learn to create process and present information using Microsoft PowerPoint 2000 **Free Stuff from America Online** Luanne S. O'Loughlin,Louanne O'Loughlin,1994-11 Written for users around the world FREE TUFF from America Online is the only book that shows you the best that America Online has to offer Jam packed with information never before available this book offers you hundreds of incredible things you can get for your home business career kids hobbies and computer you name it No strings attached Media Review Digest C. Edward Wall,2004 **The Software Encyclopedia 2000** Bowker Editorial Staff,2000-05 **The Writer's Guide to the Internet** Dawn Groves,1997 The Writer s Guide to the Internet is the perfect tool for writers to find online information Dawn Groves author of the popular The Web Page Workbook shows you how to find helpful resources publish on the Web and research topics You ll also learn how to participate in Internet writers groups and you ll find tips on how to market yourself and write for an online audience **Ajax Programming for the Absolute Beginner** Jerry Lee Ford,2009 Learn Ajax the easy way If you are new to programming with Ajax and are looking for a solid introduction this is the book for you Developed by computer science instructors books in the for the absolute beginner series teach the principles of programming through simple game creation You will acquire the skills that you need for more practical programming applications and will learn how these skills can be put to use in real world scenarios Best of all by the time you finish the book you will be able to apply the basic principles you ve learned to the next programming language you tackle Web Publisher's Design Guide for Windows Mary Jo Fahey,1997 Today s Web sites are competing for attention and incredible page design may be the only way to make your Web page stand out from the rest This Web publishers design guide for Windows includes a CD ROM packed with design tools to help break away from Web page stereotypes and shows how to use animation sound video photography and more in Web pages It also includes the work of some of the best designers on the Web and get a behind the scenes before and after look at some amazing sites **Payroll Accounting** Bernard J. Bieg,2002-11 This market leading Payroll Accounting text workbook illustrates the calculation of payroll payroll taxes and the preparation of records and reports that

form the foundation of a payroll system *Thomson Handbook-Instructor Flexfiles* David Blakesley,Jeffrey Hoogeveen,2006-06 **InfoWorld** ,1984-07-16 InfoWorld is targeted to Senior IT professionals Content is segmented into Channels and Topic Centers InfoWorld also celebrates people companies and projects **Information Technology** Ingrid Koreneff,Kerry Sims-McLean,2005

Resume Template Review Tutorial Book Review: Unveiling the Magic of Language

In an electronic era where connections and knowledge reign supreme, the enchanting power of language has been more apparent than ever. Its capability to stir emotions, provoke thought, and instigate transformation is actually remarkable. This extraordinary book, aptly titled "**Resume Template Review Tutorial**," written by a very acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound impact on our existence. Throughout this critique, we shall delve into the book's central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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