

DENVER DAHL

Account Manager

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📍 San Francisco, CA

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🌐 [LinkedIn.com/denver-dahl](#)

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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Building the Looking-Glass Resume Larry Goldsmith, 2014-01-10 Building the Looking Glass Resume is a resume solutions book that shows you how to create the reflection of your job skills that can help you win the prized invitation to a job interview The book features the Jaazle Resume Template and Tutorial to guide you through the resume building process so you can quickly and confidently create a professional looking resume with powerful contents Building the Looking Glass Resume is for all job seekers from entry level to senior executives or those in career transition The book includes solutions to the most difficult resume concerns questions and technical issues

Design Portfolios Mark W. Smith, 2023-03-08 Unique perspective of a seasoned designer and veteran A/E industry recruiter regarding what design industry recruiters actually look for in a Design Portfolio Design Portfolios A Recruiter's View provides a student friendly guide written from the perspective of a designer and design industry recruiter on what recruiters look for as they review a design portfolio It shows students how to create a professional quality portfolio that will get them to that all important next step in the recruiting process the interview Using a unique plan of action The Four S's the book presents an organizational mindset focused on the added value of telling your Story revealing your Style proclaiming your Substance and Sharing your uniqueness effectively In today's competitive market a winning portfolio is much more than a simple accounting of digital skills and volumes of high resolution graphics This book shows students what recruiters really value and how to ensure their portfolios make the right impression Design Portfolios A Recruiter's View explains How to develop a memorable organizational approach around story style substance and sharing and create a winning portfolio Answers to the key questions students ask to fill in gaps in their academic instruction Real examples of resumes cover letters and portfolios that reveal what is needed for success Years of big picture insight gained from actual portfolio reviews during the author's time as a designer and recruiter Aimed at the inexperienced design student rather than the practicing professional Design Portfolios A Recruiter's View is an easy to understand and constructive guide that is incredibly helpful to young designers with project histories that consist only of academic and internship work

Administrative Assistant's and Secretary's Handbook James Stroman, Kevin Wilson, Jennifer Wauson, 2012 A treasure trove of practical tips and invaluable tools for administrative professionals it doesn't get much better than this book BookViews.com

Using Artificial Intelligence Absolute Beginner's Guide Michael Miller, 2024-11-27 Using Artificial Intelligence Absolute Beginner's Guide Who knew how simple AI could be Using Artificial Intelligence Absolute Beginner's Guide will have you getting the most of popular AI tools in no time Here's a small sample of what you'll find inside Learn how AI can make everyday life easier Get tips for using AI to write gather information get advice and more Discover how to use AI to generate images that are realistic and fantastical Examine the risks and rewards of artificial intelligence Find step by step instructions for today's most popular AI tools including ChatGPT Google Gemini Meta AI Microsoft Copilot and Midjourney Find out how to tell when something is AI generated so you don't get fooled by deepfakes Artificial intelligence can be fun

and productive if you know which tools to use and when Using Artificial Intelligence Absolute Beginner s Guide tells you all about today s major AI tools and shows how to get the best results from them You ll learn to use AI for turning your ideas into art writing a great email sharpening your resume and even sparking conversation Instantly research everything from planning a trip to making your next big purchase It s all a matter of picking the right AI tool and constructing the right prompt You ll also learn to protect yourself from the risks of AI and distinguish AI fakes from the real thing Everything you need to know is here in this book *Top Secret Tips: How to Crush Federal Resumes* joseph mercer,2020-03-15 **Knock**

'em Dead: Secrets & Strategies in Uncertain World Martin Yate,2011-04-15 Whether your concerns are landing the job you want choosing or changing careers shoring up job security climbing the professional ladder or owning your own business Martin Yate s **Knock em Dead Secrets** this one tells you exactly how to make it happen He s really just about the best in the business ALL Business a Dunn Bradstreet company **Stepping Thru Ms Office Int03tx** Fulton,Neilsen,2004-04

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most interesting jobs in the most promising companies and apply for those jobs with confidence online or on paper 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 Microsoft Office 2010 QuickSteps Carole Matthews,Marty Matthews,John Cronan,2010-08-13 Step by Step Full Color Graphics Start using Office 2010 right away the QuickSteps way Color screenshots and clear instructions make it easy to ramp up the latest release of Microsoft s powerful productivity suite Follow along and quickly learn how to create Word documents build Excel spreadsheets manage Outlook email contacts and schedules design PowerPoint presentations and use Office Web Apps Get up to speed on Office 2010 in no time with help from this practical fast paced guide Use these handy guideposts Shortcuts for accomplishing common tasks Need to know facts in concise narrative Helpful reminders or alternate ways of doing things Bonus information related to the topic being covered Errors and pitfalls to avoid **CD-ROM Reviews 1987-1990** Norman Desmarais,1991 *Microsoft Word 97* Gary B. Shelly,Thomas J. Cashman,Misty E. Vermaat,1997-04 *Learning First in Higher Education* Aaron N. Moen,2002 Cooperative learning and student publishing in an active learning environment in an integrated course continuum InfoWorld ,1990

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