

DENVER DAHL

Account Manager

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📍 San Francisco, CA

✉ denver.dahl@example.com

🌐 [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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**United States. Congress. House.
Committee on Armed Services.
Procurement and Military Nuclear
Systems Subcommittee**

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Current Use of Warranties in Highway Construction Patrick W. Wiseley,1998 *Use of Warranties in Road Construction* Donn E. Hancher,1994 This synthesis on the use of warranties in road construction will be of interest to administrators engineers designers and contractors involved with highway design and construction and the procurement process for these services Experiences with use of warranties in Europe and the United States are cited and the potential impacts benefits and concerns of using warranties in the United States are identified Actions needed to facilitate the use of warranties for highway projects in the United States are also discussed The use of warranties in road construction is relatively widespread in the European highway industry compared to practice in the United States where use has been limited This report of the Transportation Research Board describes the various methods used in Europe for highway industry warranties and identifies the issues that need to be addressed before construction warranties can be translated to U S practice Recent congressional proposals call for the use of warranties to be allowed on federal aid highway projects This has caused varied reactions from the parties involved in the design and construction of highways resulting in a General Accounting Office study on methods for improving the quality of federal aid highways including the use of warranties Ultimately the owner will have to decide whether to use warranties in highway construction projects Some of the potential benefits and concerns of using warranties plus needed actions for successful implementation are presented in this synthesis which is considered a snapshot of the issues at the time of publication **Summary of Research** Indiana. Department of Transportation. Research Division,1999 *"Warranties" Consideration of Section 794 of the Department of Defense Appropriations Act for Fiscal Year 1984* United States. Congress. House. Committee on Armed Services. Procurement and Military Nuclear Systems Subcommittee,1985 **FTC News Summary** ,1979 *Asphalt Pavement Warranties* John D'Angelo,2003 *Summary of Current Seismic Design Practice for Nuclear Reactor Facilities* ,1967 [Use of Performance Warranties on Roadway Construction Projects](#) Jerry Stephens,2002 **Microsoft Access 2000** Gary B. Shelly,Thomas J. Cashman,Philip J. Pratt,2000 Part of the successful Shelly Cashman Series this text offers a clear screen by screen step by step approach to learning Microsoft Access 2000 *Land Transfer and Finance* Curtis J. Berger,Quintin Johnstone,Marshall E. Tracht,2007 Be sure to examine this thorough revision before you teach your next course in real estate transactions and financing Whether you focus on the taxation and financing aspects of a transaction or the contractual and title areas you will find that **International Journal of Production Economics** ,1997 [Press Summary - Illinois Information Service](#) Illinois Information Service,1997-07 **Warranties Rules Consumer Baseline Study** Arthur Young & Company,United States. Federal Trade Commission,1979 *The Insurance Cyclopaedia. Being a Dictionary ... a Biographical Summary ... a Bibliographical Repertory ... an Historical Treasury ...* Encyclopaedias,Cornelius Walford,1874 **Food & Sanitation** ,1895 **PC World** ,2002 **Cases and Materials on Modern Property Law** Jon W. Bruce,James W. Ely (Jr.),2007 This

casebook is a tightly organized manageable volume with emphasis on engaging well edited cases useful notes and crisp textual analysis An introductory chapter which now contains the Kelo case examines property law s scope and position in the U S legal system The next chapter on landlord tenant law is accessible for first year law students providing a challenging forum for discussion of the interplay among the common law of property statutes and contractual undertakings Subsequent chapters deal with personal property the variety of interests in real property real estate transactions attributes of landownership and how municipal state government controls private land use

Resumes that Mean Business David R. Eyler, 1990 Guide to writing resumes Includes 75 annotated resumes with the features employers like best and word processing tips

Commercial Transactions Lynn M. LoPucki, 2009 Companion Website www.aspenlawschool.com/books/lopuckicommercial Commercial Transactions A Systems Approach offers extraordinary authorship a flexible assignment based structure And The Systems Approach which looks at how the law is applied in actual transactions the Fourth Edition continues to offer outstanding authorship from luminary scholars in secured credit payment systems and sales law the Systems Approach that looks at the specific systems or infrastructure that support real transactions in practice an assignment based organizational structure that offers flexibility and ease in teaching well crafted and up to date problems many of them new To The Fourth Edition clear and straightforward introductions and explanations important recent Supreme Court cases cutting edge coverage a clear statement of which baseline version of the UCC is being used in each section a detailed Teacher s Manual that includes answers to all of the problems suggestions for tailoring coverage to three and four credit courses and transitional guidance to help you adapt your syllabus To The new edition Specific updates in each Part of the Fourth Edition Part One Sales Systems Phillips v Cricket Lighters Additional material and new problems on 2 207 And The battle of the forms Simultaneous acceptance and breach under 2 206 Adequate assurance of future performance and reasonable grounds for insecurity Measuring damages in the case of anticipatory repudiation Part Two Financial Systems U S Bank N A v HMA L C CitiBank v Mincks New Century Financial Services v Danneggar and DBI Architects v American Express Winter Storm Shipping v Thai Petrochemical and Rivet v Regions Bank of Louisiana expanded coverage of wire transfers new chapters on credit enhancement and letters of credit including both commercial and standby letters of credit to reflect changes from UCP500 to UCP600 Part Three Secured Credit updates to reflect adoption of revised Article 1 by a majority of states while preserving old Article 1 section numbers for use in states that haven t made that change yet chattel paper instruments accounts and payment intangibles including the celebrated Commercial Money Center case asset securitization The sale lease distinction including in re Worldcom and new debtors updated search methods and costs to reflect migration of the UCC filing systems To The Internet For comprehensive coverage of commercial transactions luminary authorship and a highly teachable assignment based approach look no further than your complimentary copy of Commercial Transactions A Systems Approach now in its Fourth Edition A Teacher s Manual may be available for this book Teacher s Manuals are a

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