

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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Resume Template Deal Tutorial

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and start building a revenue engine fueled by clarity automation and strategy Design a flagship offer Build a lead flow that never dries up Set up systems that run 24 7 so income isn't tied to your hours energy or availability Learn how to work less and earn reliably Not through hype Not through luck But through frameworks that work week after week Forget feast and famine launches Forget chasing short term wins Build something that lasts so your income becomes as steady as your old paycheck but a lot more scalable Freedom isn't found in quitting your job It's found in building something better to stand on And this is how you do it with structure not stress

Dual Memory Sue Burke, 2023-05-16 Sue Burke author of the acclaimed novel *Semiosis* returns with *Dual Memory* a standalone novel blending the hard science fiction of *Her* with the action adventure of *The Third Man* Antonio Moro lost everything to the Leviathan League Now he's alone in a city on an Arctic island fighting the ruthless global pirates with the chance to be the artist he always wanted to be Unfortunately he thinks it's a cover story for his real purpose spying on sympathizers When things look bleak he discovers an unusual ally His new personal assistant program Par Augustus It's insolent extroverted moody and a not quite legal nascent A I Together they create a secret rebellion from unlikely recruits to defend the island from ideological pirates with entitlement and guns and capitalist pirates with entitlement and money Other Books by Sue Burke *Semiosis* *Interference* *Immunity* *Index* At the Publisher's request this title is being sold without Digital Rights Management Software DRM applied

Success from the Start Debra Koerner, 2013-03-22 Rely on *Success from the Start* for the inspiration and practical business guidance you need to enjoy a long and rewarding career in massage therapy Business naiveté is one of the primary reasons massage therapists leave the profession The author has written this text to provide you with the business skills you need to envision and then launch a successful career Set yourself on your path to success right from the start

[Summary of Lectures Presented at the Inservice Training Course](#) University of Michigan. School of Public Health, 1950

Compressed Video for Instruction Barbara T. Hakes, 1995 Provides an overview of compressed video operations and applications in instruction training and videoconferencing in such settings as post secondary schools elementary and secondary education and government medicine and commerce Published by the Association for Educational Communications and Technology 1025 Vermont Ave NW Suite 820 Washington DC 20005 Annotation copyright by Book News Inc Portland OR

Journal of Career Planning & Employment, 1989 *Training*, 1991 *Public Interest Job Search Guide*, 1995 *Willing's Press Guide*, 2000 A guide to the press of the United Kingdom and to the principal publications of Europe Australia the Far East Gulf States and the U S A

The Career Coward's Guide to Resumes Katy Piotrowski, 2008 This third book in the Career Coward's series helps readers tackle the Herculean task of assessing their strengths and creating a paper sales document about themselves In her friendly and comforting style career coach Katy Piotrowski walks readers through all the basic steps of writing a resume and cover letter that fairly promotes their strengths and experiences without sounding like bragging You'll learn how to determine what to include on your resume for great results develop your unique experiences into powerful resume content

follow a foolproof process for creating a resume that works and write outstanding cover letters in just minutes **Dive**
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Tour Guide, Version 1 Tom Lichty,1993 **North-Central Division** Great Britain. Board of Education,1897 **Training**
Applications Using Microcomputers Ronald I. Ribler,1985 Welding Design & Fabrication ,1983 *Corporate and*
Organizational Video Alan R. Richardson,1992 This practical yet comprehensive text offers an up to date look at one of the
most rapidly expanding media industries corporate and organizational video The book features preproduction production
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