

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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Richard H. Beatty



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InfoWorld , 2002-11-18 InfoWorld is targeted to Senior IT professionals Content is segmented into Channels and Topic Centers InfoWorld also celebrates people companies and projects

What You Should Know When Looking for a Job in Today'S Marketplace, 2Nd Edition Richard A. Wittmeyer, 2011-01-20 The Hiring Process Yesterday versus Today Years ago it was fairly easy to find a new position Search firms would call you with a position opening and you could take your time selecting between job offerings Or friends contacted you with tips that a company down the road was hiring and needed people with your skills All that you needed to do was to update your resume from time to time and everything fell into place Today we have a different situation the marketplace is crawling with competition for those jobs The time to sit back and think that a company will find you is no longer realistic You need to put together a well thought out action plan to seek the job you want This book will assist you in setting new goals and evaluating new career options It will help you manage your job transition and employment campaign in a realistic systematic and organized way What You Should Know When Looking for a Job in Today's Marketplace 2nd edition shares effective job search methods and a plan of action that will assist Those that are out of work and seeking employment Those anticipating a reduction in the workforce at their company and are out looking for other opportunities Military

personnel returning to civilian life and are seeking employment College students just graduating and ready to enter the world of work People dissatisfied in their current positions and want to move on More mature job candidates that are out of work and not ready for retirement Those returning to the workplace after many years of absence The book will assist you in setting employment goals and evaluating new career opportunities It will help you manage your job transition and employment campaign in a systematic and organized way by providing you with the needed tools skills and knowledge that will ensure a successful outcome Dr Richard Wittmeyer relies on his thirty years of experience in talent acquisition career and performance management human resources employment coaching and strategic organizational development in order to help others productively manage a job transition during these uncertain times Job seekers will learn how to Identify their personal strengths and job accomplishments Design and implement a job search and networking strategy that works Construct and present a resume and cover letter that sells Target the job search through the use of solid letter writing and telephone campaigns Realize the importance of Networking and how to make it happen Make a great impression during the interview Develop an elevator speech that will identify you as a person of interest Accept the position that you desire Settle into your new job Special Feature Land that new job right after college Special Feature Develop an employment strategy for those over 50 And much more Despite today's challenging times in the job market there are still success stories happening every day as companies continue to look for talented people The practical information and concrete examples included in this valuable field manual will help guide others to success by teaching a complete process that helps anyone take control of their employment future *Learning Employment Readiness Skills - How to Re-Enter Today's Competitive Workforce*. Steve Brennan, 2013-10-03 Your hands on guide for achieving a successful employment conclusion Specific job search activities self assessment quizzes understanding your transferrable skills outreach letters tips for writing quality recession proof resumes interviewing techniques and much more *Winning Resumes* Matthew Greene, 1994 You want the job but how do you get your resume to stand out from the hundreds of others employers usually get Writing the old type of basic resume just doesn't cut it anymore It's too vague too bland and too lackluster It won't sell you Written by a personal expert this remarkably effective guide shows you how to turn your resume into a mini sales presentation that grabs immediate attention because it offers your best selling points Whether you are a recent college grad or a midlife career changer you'll learn how to get a jump on other job applicants with this strategy packed book that is complete with sample resumes tips on format style and words phrases and sentences that sell There's so much you can copy or adapt Word 2002 Introductory Sarah E. Hutchinson-Clifford, Glen J. Coulthard, 2001-10 The Advantage Series presents the Feature Method Practice approach to computer software applications to today's technology and business students This series implements an efficient and effective learning model which enhances critical thinking skills and provides students and faculty with complete application coverage The primary market is the Introduction to Computing CIS computer literacy course requiring a lab component that

covers software applications Other course areas include Adult and Continuing Education Individual Application courses which are one credit hour designed to provide a brief introduction to a single software application **Microsoft Office 2000** Sarah E. Hutchinson, Sarah Hutchinson Clifford, Glen J. Coulthard, 2000 The Advantage Series presents the Why What and How of computer application skills to today's students Each lab in this series is built upon an efficient learning model which provides students and faculty with complete coverage and enhances critical thinking skills Electronic Resumes & Online Networking Rebecca Smith, 1999 Smith shows how to use the Internet to conduct a better job search in this complete up to date resource guide that reveals where the jobs are how to make resumes available around the clock and how to inform the right people about one's job skills The Design of Alternate-current Transformers Robert Willsher Weekes, 1893

Electronic Design, 1986 **Resume Writing and Interviewing Techniques that Work** Robert R. Newlen, 2006 Starting a career as a librarian moving or looking for a new job Robert Newlen offers this brand new comprehensive resource as a guide to get you through every step of landing the ideal library job Detailed guidance for authoring attention grabbing cover letters the most important part of any application package will help you capture that administrator's attention and get your resume and application read Editor & Publisher, 1985-10 Resumes For Dummies Joyce Lain Kennedy, 1998-05-29 Contains tips and suggestions for creating a resume that will be noticed by prospective employers includes information on choosing a format drafting a summary statement using key words and formatting a digital resume

India Today, 2006 *Robert Half Way to Get Hired in Today's Job Market* Robert Half, 1983-04 Current, 1986

Get the Right Job in 60 Days or Less Richard H. Beatty, 1991-04-08 Identifies the sources and methods statistically proven to be most productive in job hunting and includes special short cuts tricks and techniques designed to provide meaningful time savings to the reader There is information on the preparation of modern employment resumes and an introduction to power interview strategies unique approaches that provide a competitive advantage in the employment interview **Mark Twain's sketches, new and old. Now first published in complete form, etc** Samuel Langhorne Clemens, 1875 **Jobs Now - How to Get the Job You Want** Richard M. Zink, 1994

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Table of Contents Resume Template Today

1. Understanding the eBook Resume Template Today
 - The Rise of Digital Reading Resume Template Today
 - Advantages of eBooks Over Traditional Books
2. Identifying Resume Template Today
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Resume Template Today
 - User-Friendly Interface
4. Exploring eBook Recommendations from Resume Template Today
 - Personalized Recommendations
 - Resume Template Today User Reviews and Ratings
 - Resume Template Today and Bestseller Lists
5. Accessing Resume Template Today Free and Paid eBooks
 - Resume Template Today Public Domain eBooks
 - Resume Template Today eBook Subscription Services
 - Resume Template Today Budget-Friendly Options
6. Navigating Resume Template Today eBook Formats

- ePub, PDF, MOBI, and More
- Resume Template Today Compatibility with Devices
- Resume Template Today Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Resume Template Today
 - Highlighting and Note-Taking Resume Template Today
 - Interactive Elements Resume Template Today
- 8. Staying Engaged with Resume Template Today
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Resume Template Today
- 9. Balancing eBooks and Physical Books Resume Template Today
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Resume Template Today
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Resume Template Today
 - Setting Reading Goals Resume Template Today
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Resume Template Today
 - Fact-Checking eBook Content of Resume Template Today
 - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
- 14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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