

DENVER DAHL

Account Manager

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📍 San Francisco, CA

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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.



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

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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J Ma



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Table of Contents Resume Template Last 90 Days Setup

1. Understanding the eBook Resume Template Last 90 Days Setup
 - The Rise of Digital Reading Resume Template Last 90 Days Setup
 - Advantages of eBooks Over Traditional Books
2. Identifying Resume Template Last 90 Days Setup
 - 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 Last 90 Days Setup
 - User-Friendly Interface
4. Exploring eBook Recommendations from Resume Template Last 90 Days Setup
 - Personalized Recommendations
 - Resume Template Last 90 Days Setup User Reviews and Ratings
 - Resume Template Last 90 Days Setup and Bestseller Lists
5. Accessing Resume Template Last 90 Days Setup Free and Paid eBooks
 - Resume Template Last 90 Days Setup Public Domain eBooks
 - Resume Template Last 90 Days Setup eBook Subscription Services
 - Resume Template Last 90 Days Setup Budget-Friendly Options

6. Navigating Resume Template Last 90 Days Setup eBook Formats
 - ePub, PDF, MOBI, and More
 - Resume Template Last 90 Days Setup Compatibility with Devices
 - Resume Template Last 90 Days Setup Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Resume Template Last 90 Days Setup
 - Highlighting and Note-Taking Resume Template Last 90 Days Setup
 - Interactive Elements Resume Template Last 90 Days Setup
8. Staying Engaged with Resume Template Last 90 Days Setup
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Resume Template Last 90 Days Setup
9. Balancing eBooks and Physical Books Resume Template Last 90 Days Setup
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Resume Template Last 90 Days Setup
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Resume Template Last 90 Days Setup
 - Setting Reading Goals Resume Template Last 90 Days Setup
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Resume Template Last 90 Days Setup
 - Fact-Checking eBook Content of Resume Template Last 90 Days Setup
 - 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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