

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 Nfl Standings Guide

Jianjun Gao



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Table of Contents Resume Template Nfl Standings Guide

1. Understanding the eBook Resume Template Nfl Standings Guide
 - The Rise of Digital Reading Resume Template Nfl Standings Guide
 - Advantages of eBooks Over Traditional Books
2. Identifying Resume Template Nfl Standings Guide
 - 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 Nfl Standings Guide
 - User-Friendly Interface
4. Exploring eBook Recommendations from Resume Template Nfl Standings Guide
 - Personalized Recommendations
 - Resume Template Nfl Standings Guide User Reviews and Ratings

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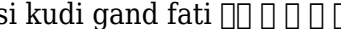
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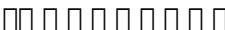
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