

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.



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

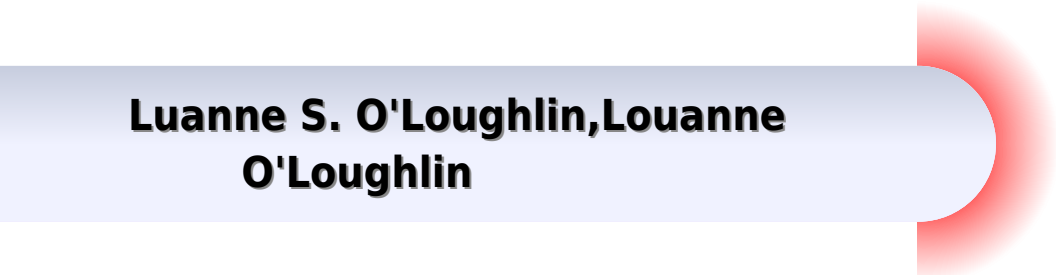
Proficient

Greek

Advanced

Resume Template Review Tutorial

**Luanne S. O'Loughlin, Louanne
O'Loughlin**



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Administrative Assistant's and Secretary's Handbook James Stroman, Kevin Wilson, Jennifer Wauson, 2014-06-18 The expectations and duties of the modern day administrative assistant are higher and more stressful than ever before The Administrative Assistant's and Secretary's Handbook will help professionals everywhere come out on top From managing the phones coordinating meetings and preparing presentations to planning events crafting clear business communications and deciphering legal documents administrative assistants need to be everything to everyone all the time and all with a smile They spend all day helping others but who is going to help them For office professionals seeking to improve their performance and enhance their value to employers this handbook is the definitive source of help for these true jack of all trades In The Administrative Assistant's and Secretary's Handbook you will find information on topics such as Creating graphics charts and presentations Microsoft Word Excel Outlook and Publisher Web conferencing Electronic and paper filing systems Recordkeeping Meeting planning and management Business math and much more Extensively updated with new information on Windows 8 Microsoft Office 2013 Apple OS mobile computing computer software troubleshooting data security Google Calendar Google Drive Google Docs and Microsoft Web Applications this bestselling guide will help these unsung heroes shine in the eyes of all their coworkers **Letter of Application and Resume** Jackson, Truman H.

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candidates understand the material on a fundamental level giving them a greater chance of success than just going it alone For the IC3 candidate who s serious about certification IC3 Internet and Computing Core Certification Global Standard 4 Study Guide is the complete hands on exam prep guide *The National Guard Guide to Paying for Your College Education*, 2007 **Exam 77-881 Microsoft Word 2010** Microsoft Official Academic Course, 2011-09-21 The Microsoft Official Academic Courseware MOAC Office 2010 Series is the only Official Academic Course program Microsoft Access 2010 is built from the ground up around the MOS certification objectives making it a great way to learn all the workforce oriented tasks required for certification The Test Bank now offers greater flexibility and provides more than 75 questions and 3 projects per lesson as well as automated grading via OfficeGrader Furthermore the latest edition s use of color in screen captures allows users to follow on screen much easier as screen captures will look the exact same as the application Additional projects throughout the book help users comprehend how a task is applied on the job OfficeGrader helps instructors offer immediate feedback on all homework assignments and projects and additional animated tutorials on key Office tasks provides additional help on difficult topics **Nursing Today - E-Book** JoAnn Zerwekh, Ashley Zerwekh Garneau, 2014-03-25 Popular with nursing students for its humorous cartoons and easy to read style Nursing Today Transition and Trends 8th Edition helps you make a successful transition from student to practicing nurse It covers the profession s leading issues and opportunities ensuring that you graduate not only with patient care skills but also with career development skills such as resume writing finding a job and effective interviewing Study questions and test taking tips prepare you for the NCLEX RN exam and discussions of communication and management prepare you to succeed in the workplace Well known educators JoAnn Zerwekh and Ashley Zerwekh Garneau provide the latest information on nursing issues and trends including health care reform patient safety and patterns of nursing care delivery An emphasis on making the transition into the workplace is included in chapters such as NCLEX RN and the New Graduate Employment Considerations Opportunities Resumes and Interviewing and Mentorship Preceptorship and Nurse Residency Programs Coverage of QSEN and patient safety includes Quality and Safety Education for Nurses National Patient Safety Foundation and Institute of Medicine competencies related to patient safety and addresses communication among health care providers quality improvement and guidelines from The Joint Commission Coverage of evidence based practice includes management protocols and interventions used as the basis for clinical outcomes Coverage of nursing informatics helps you use technology access information and evaluate content to provide quality patient care and includes a discussion of the Electronic Health Record EHR Coverage of health care reform includes the Affordable Care Act of 2010 and the new Patient Bill of Rights as they apply to health care delivery and costs Student resources on an Evolve companion website include case studies for every chapter NCLEX RN review questions NCLEX RN exam style questions memory notecards and resume templates for creating professional resumes and cover letters Thorough coverage includes all of the most important issues faced by the new nurse preparing you to succeed in a

professional nursing career Critical Thinking boxes offer questions and exercises asking you to apply what you have learned to clinical practice An engaging approach features lively cartoons chapter objectives bibliographies and colorful summary boxes

Microsoft Word for Windows Heather Milette Duggan, Peter Norton, 1996 *Career Planning Today* C. Randall Powell, 1990

Free Stuff from America Online Luanne S. O'Loughlin, Louanne O'Loughlin, 1994-11 Written for users around the world FREE TUFF from America Online is the only book that shows you the best that America Online has to offer Jam packed with information never before available this book offers you hundreds of incredible things you can get for your home business career kids hobbies and computer you name it No strings attached

PowerPoint 2000 Level 1 Core: A Tutorial to Accompany Peter Norton Introduction to Computers Student Edition Peter Norton, 1999-11-26 Peter Norton's PowerPoint 2000 Tutorial helps students learn to create process and present information using Microsoft PowerPoint 2000

Media Review Digest C. Edward Wall, 2004 **The Software Encyclopedia 2000** Bowker Editorial Staff, 2000-05

The Writer's Guide to the Internet Dawn Groves, 1997 The Writer's Guide to the Internet is the perfect tool for writers to find online information Dawn Groves author of the popular The Web Page Workbook shows you how to find helpful resources publish on the Web and research topics You'll also learn how to participate in Internet writers groups and you'll find tips on how to market yourself and write for an online audience

Ajax Programming for the Absolute Beginner Jerry Lee Ford, 2009 Learn Ajax the easy way If you are new to programming with Ajax and are looking for a solid introduction this is the book for you Developed by computer science instructors books in the for the absolute beginner series teach the principles of programming through simple game creation You will acquire the skills that you need for more practical programming applications and will learn how these skills can be put to use in real world scenarios Best of all by the time you finish the book you will be able to apply the basic principles you've learned to the next programming language you tackle

Payroll Accounting Bernard J. Bieg, 2002-11 This market leading Payroll Accounting text workbook illustrates the calculation of payroll payroll taxes and the preparation of records and reports that form the foundation of a payroll system

Thomson Handbook-Instructor Flexfiles David Blakesley, Jeffrey Hoogeveen, 2006-06 *Information Technology* Ingrid Koreneff, Kerry Sims-McLean, 2005

InfoWorld, 1984-07-16 InfoWorld is targeted to Senior IT professionals Content is segmented into Channels and Topic Centers InfoWorld also celebrates people companies and projects

Artificial Intelligence and Education Dick Bierman, Joost Breuker, Jacobijn Sandberg, 1989

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web after becoming a piano bar artist he encouraged pausini to start performing as a singer her first live performance was on 16 may 1985 when she sang together with her father in a restaurant in bologna 20

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web modern encryption methods can be divided by two criteria by type of key used and by type of input data by type of key used ciphers are divided into symmetric key algorithms private key cryptography where one same key is used for encryption and decryption and

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web shift ciphers work by using the modulo operator to encrypt and decrypt messages the shift cipher has a key k which is an integer from 0 to 25 we will only share this key with people that we want to see our message

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web each letter is substituted by another letter in the alphabet if it contains word boundaries spaces and punctuation it is called an aristocrat the more difficult variant without word boundaries is called a patristocrat monoalphabetic substitution cipher tool

classical cipher wikipedia - Jun 01 2023

web in contrast to modern cryptographic algorithms most classical ciphers can be practically computed and solved by hand however they are also usually very simple to break with modern technology the term includes the simple systems used since greek and roman times the elaborate renaissance ciphers world war ii cryptography such as