DENVER DAHL

Account Manager

+1 555 555 5555
denver.dahl@example.com
linkedin.com/denver-dahl
San Francisco, CA

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

Droulin 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 2015).
- 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 OSX | Asana | Salesforce | Agile | CRM Systems | Hubspot | LinkedIn Sales Navigator | Dun & Bradstreet

LANGUAGES

English	Native	German	Proficient	Greek	Advanced

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John F. Vinsonhaler,John M. Hafterson,Stuart W. Thomas

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