

# DENVER DAHL

Account Manager

📞 +1 555 555 5555

📍 San Francisco, CA

✉️ denver.dahl@example.com

🌐 [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

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**BM King**



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substructures are defined using the substructure generation procedure the substructure creation and usage cannot be included in the same analysis multiple substructures can be generated in an analysis any substructure can consist of one or more other substructures if this is the case the nested level substructures must be defined first

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description abaqus cae now enables you to create substructures import them into your model database add them to your assembly and recover their data during an analysis the enhancements fall into three categories substructure generation substructure usage and substructure recovery

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substructures are collections of elements from which the internal degrees of freedom have been eliminated retained nodes and degrees of freedom are those that will be recognized externally at the usage level when the substructure is used in an analysis and they are defined during generation of the substructure

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generating a substructure a single analysis can include multiple substructure generate steps and abaqus cae creates corresponding output database files for each step multiple preloading steps can precede every substructure generation step in your analysis

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this example shows you how to create a substructure and use it four times in the model as a leg support for storage vessel

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a substructure database is the set of files that describe the mechanical and geometrical properties of a substructure and abaqus writes all substructure data to the substructure database during the substructure generation analysis

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dec 17 2013 i have created a substructure in abaqus as output i will like to see the substructure matrices mass stiffness and damping matrices however i m only able to write the mass and stiffness matrices to an output file mtx does anyone know how

to create an output file including both the mass stiffness and damping matrices of the substructure

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the basic substructuring idea is to consider a substructure a part of the model separately and eliminate all but the degrees of freedom needed to connect this part to the rest of the model so that the substructure appears in the model as a substructure a collection of finite elements whose response is defined by the stiffness and mass o

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limitations of structural elements membrane elements cannot be used to overlay a substructure that consists of second order three dimensional brick elements of type c3d20 r h if the substructure will be used as a slave surface normally abaqus standard automatically converts c3d20 r h brick elements to elements with midface nodes c3d27 r h because this

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in abaqus standard the response within a substructure once it has been reduced to a substructure is considered to be a linear perturbation about the state of the substructure at the time it is made into a substructure

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set this parameter equal to yes default if the substructure eigenproblem needs to be solved during substructure generation in abaqus substructure eigenvectors can be used to define substructure modal damping for a given substructure abaqus standard will evaluate the stiffness associated with frequency dependent springs and dashpots at

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the purpose of this example is to provide basic demonstration and verification of the substructuring capabilities in abaqus problem description the example is a frame consisting of two columns connected by a beam figure 1 16 1 1 the columns and the beam are each modeled with 10 elements of type b21 once a substructure has been