

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 Update Tutorial

Bernice Kao, Megan Pittsley-Fox

A red circular graphic with a gradient, appearing as a partial circle or a thick arc, located to the right of the authors' names.

Resume Template Update Tutorial:

Google Resume: An Easy Guide to the Best Features Bill Stonehem,2016-08-10 Since its inception the name Google has become synonymous with information and know how Users are able to tap into the mega search engine to ascertain details from the most minute to the most complex and be afforded a wealth of information In continuing the trend of meeting consumer needs the owners of Google have introduced Google Resume Google Resume is a professional resume building assistant that can be accessed and utilized for that all important resume creation The process is seamless and timely and the end result professional and trendy The new feature offers users a plethora of resume templates from which to choose This provides options that enable users to personalize the resume process selecting templates to complement the position being applied for as well as to suit their individual personality

BEST RESUME RECIPE: AN ESSENTIAL GUIDE TO MEANINGFUL & LASTING CAREER CHANGE Jennifer Anne Garcia ,2023-02-24 An easy to follow guide that takes the pain out of resume writing to make room for real career change This eBook Plus provides additional resources and templates to help you make progress faster In this eBook you will learn a proven strategy to up level your career hint it s not what you think simple structure and formatting tips for 1 page resume an embarrassing resume before and after the secret recipe for 5 Layer Career Change cake use the Wheel of Success what you need to gain confidence and clarity easy yet powerful steps towards meaningful and lasting career change how to create your best resume ever

Building the Looking-Glass Resume Larry Goldsmith,2014-01-10 Building the Looking Glass R sum is a r sum solutions book that shows you how to create the reflection of your job skills that can help you win the prized invitation to a job interview The book features the Jaazle R sum Template and Tutorial to guide you through the r sum building process so you can quickly and confidently create a professional looking r sum with powerful contents Building the Looking Glass R sum is for all job seekers from entry level to senior executives or those in career transition The book includes solutions to the most difficult r sum concerns questions and technical issues

The Complete Idiot's Guide to the Perfect Resume, 5th Edition Susan Ireland,2010-01-05 Resum revamped for the times technology and the recession The recession has made finding a job harder than ever Everything now takes place online and a resum s preparation is different than even a few years ago This new edition has changed with the times focusing on what s most important in an electronic resum Full of successful resum samples and cover letters the book also focuses on the key words and phrases that will bring readers resum s to the top of the HR pile More than 100 samples of real life resum s and cover letters many of them new Founded in real life experience without the rigid resume writing rules of other guides Ideal for all job seekers from new grads to the laid off worker new mothers to senior citizens

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Blueprint for a Job Center at Your Library Bernice Kao,Megan Pittsley-Fox,2013-12-16 This unique book covers the who what when where why and most important the HOW of creating a career center or jobseeker program in a public library Blueprint for a Job Center at Your Library provides a practical down to earth guide for library staff who wish to better meet one of their patrons most pressing needs The book covers everything from program planning for classes workshops and special events to career advising resources and facilities recruiting personnel funding outreach and promotion and program evaluation The authors share a plethora of tips and tricks that can be customized to enable even small public libraries to offer job search help Real life examples and case studies from across the United States show the blueprint in action Even those who already have a job center in their library will learn about forming resourceful partnerships gain new ideas for funding sources and discover innovative services they can provide easily and affordably

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An Ultimate Guide for Campus Placement Prof. Amit Bankar, Dr. Rasika Chafle,2025-03-29 An Ultimate Guide for Campus Placement is a

comprehensive resource designed to help students confidently face the competitive world of campus recruitment Written by Amit Bankar an industry and academic expert with 24 years of experience this book provides a step by step thoughtful approach to mastering aptitude tests group discussions personal interviews resume building and communication skills It covers essential strategies to crack technical and HR interviews offering real life examples practical tips and expert insights The book also sheds light on the expectations of recruiters and how students can align their skills accordingly Whether you are an engineering management or any professional course student this guide will equip you with the knowledge and confidence needed to secure your dream job With a focus on industry trends skill development and placement strategies this book serves as a one stop solution for students aspiring for a successful career If you are preparing for campus placements competitive exams or job interviews this book is your ultimate companion to stand out in the selection process

The Complete Book of Personal Training Douglas Brooks, 2004 This book is the most comprehensive and authoritative resource for you as a personal trainer whether you are a newcomer to the field or have a well established business The book is truly a complete resource it's full of information about working with clients and designing programs and it's a practical guide to all aspects of the personal training business It will help you in all aspects of your profession learn applicable information on fitness testing and assessment identify your clients goals and create fitness tests specifically for them learn how to develop cardiovascular strength and flexibility training programs properly train and help special populations understand the business side of personal training including marketing yourself as a trainer getting and retaining clients and learning time management learn how to expand your business back cover

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[The Ultimate Musical Theater College Audition Guide](#) Amy Rogers

Schwartzreich,2019-01-02 In The Ultimate Musical Theatre College Audition Guide author acting teacher and musical theatre program director Amy Rogers offers an honest no nonsense guide to the musical theatre audition Written for high school students and their parents teachers and mentors the book demystifies what can be an overwhelming process with step by step explanations of audition checkpoints to answer every student s question where do I begin Chapters explore degree types summer programs and intensives audition coaches what to sing what to wear headshots how to prepare your monologue the dance call the university and program applications prescreens on campus auditions Unifides resumes acceptances waitlists rejections and more The book also includes advice from over 10 top tier program directors and faculty as well as examples from students parents and experts currently working on Broadway Written with compassion experience and a love of the industry Rogers essential all in one guide is guaranteed to prevent surprise throughout the audition process

Advances in Automatic Text Summarization Inderjeet Mani,Mark T. Maybury,1999 ntil now there has been no state of the art collection of themost important writings in automatic text summarization This bookpresents the key developments in the field in an integrated frameworkand suggests future research areas With the rapid growth of the World Wide Web and electronic information services information is becoming available on line at an incredible rate One result is the oft decried information overload No one has time to read everything yet we often have to make critical decisions based on what we are able to assimilate The technology of automatic text summarization is becoming indispensable for dealing with this problem Text summarization is the process of distilling the most important information from a source to produce an abridged version for a particular user or task Until now there has been no state of the art collection of the most important writings in automatic text summarization This book presents the key developments in the field in an integrated framework and suggests future research areas The book is organized into six sections Classical Approaches Corpus Based Approaches Exploiting Discourse Structure Knowledge Rich Approaches Evaluation Methods and New Summarization Problem Areas Contributors D A Adams C Aone R Barzilay E Bloedorn B Boguraev R Brandow C Buckley F Chen M J Chrzanowski H P Edmundson M Elhadad T Firmin R P Futrelle J Gorlinsky U Hahn E Hovy D Jang K Sparck Jones G M Kasper C Kennedy K Kukich J Kupiec B Larsen W G Lehnert C Lin H P Luhn I Mani D Marcu M Maybury K McKeown A Merlino M Mitra K Mitze M Moens A H Morris S H Myaeng M E Okurowski J Pedersen J J Pollock D R Radev G J Rath L F Rau U Reimer A Resnick J Robin G Salton T R Savage A Singhal G Stein T Strzalkowski S Teufel J Wang B Wise A Zamora **You're Hired!** Patricia S. Arter,Tammy

B.H. Brown,Jennifer Barna,2023-12-06 Despite having marketable skills individuals with Autism Spectrum Disorder ASD have one of the highest unemployment and under employment rates of all disability groups You re Hired Practical Strategies for Guiding Individuals with ASD to Competitive Employment is a guidebook to support practitioners who prepare young adults with ASD for competitive employment Anchored in best practices this teacher friendly and classroom ready resource provides detailed how to s on supporting individuals with ASD from their initial employment exploration through navigating

the challenges of the first job This text is a valuable resource for Special Education practitioners teaching in transition programs and is well suited for teacher preparation programs that provide ASD certifications In addition occupational therapists and school counselors will find many useful resources such as inventories checklists and templates that will aid in the roles they play in preparing individuals with ASD for the job market

The Complete Idiot's Guide to Getting Government Contracts John C. Lauderdale III,2009-10-06 Inside strategies and tips for small businesses seeking government business This guide takes the small business owner through the different vehicles of the government procurement process showing how the government selects a contract winner It goes step by step from registration through the bidding process and beyond And while the book is weighted to federal contracts there is plenty of coverage on winning state and local contracts as well In 2006 small businesses won 77 billion in federal contracts Slow economy forcing small businesses to procure more contracts at all levels of government Inside strategies and tips a vast majority of small business owners know nothing about getting government contracts

Job Search Guide ,1993 **Get That Job With The Right CV** Julie Gray,2010-03-26 Get that Job with the Right CV will teach you how to write the best possible CV to land that perfect job It covers everything from layout and format through to perfecting a jargon free writing style avoiding common pitfalls and tailoring your CV to different jobs Julie Gray s in depth professional advice and friendly style will guide you through every step of the CV writing process with humour and practicality and give you real confidence to effectively showcase your skills to employers NOT GOT MUCH TIME One five and ten minute introductions to key principles to get you started AUTHOR INSIGHTS Lots of instant help with common problems and quick tips for success based on the author s many years of experience TEST YOURSELF Tests in the book and online to keep track of your progress EXTEND YOUR KNOWLEDGE Extra online articles at www.teachyourself.com to give you a richer understanding of how to get your CV right FIVE THINGS TO REMEMBER Quick refreshers to help you remember the key facts TRY THIS Innovative exercises illustrate what you ve learnt and how to use it

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