

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 Deal Tutorial

Katrin Zwirglmaier

A red circular graphic with a gradient, appearing as a semi-circle or a partial circle, located to the right of the name bar.

Resume Template Deal Tutorial:

The Graphic Designer's Guide to Portfolio Design Debbie Rose Myers, 2011-11-03 This book is developed to provide students with everything they need to know to make the transition from design student to design professional. It provides step by step instruction for creating professional portfolios both traditional and digital. Interviewing tips, sample resumes and cover letters and action verb lists help students prepare for their job search. The second edition includes new sample portfolios, robust case studies and updated information on digital portfolio trends and techniques.

Nursing Resume Templates and Job Guide by Nurse Sarah Nurse Sarah, 2023-11-05 Nursing Resume Templates and Job Guide by Nurse Sarah. This updated eBook guide template bundle will walk you step by step through the entire nursing job process. You'll learn how to do the following: Create a stunning resume and matching cover letter. 16 professionally designed templates included with eBook that you will download. The instructions on how to download are found in the last chapter. Ace your nursing job interview with the most common job interview questions. Includes sample answers. Getting letters of recommendation. Putting together your nurse portfolio. Tips for finding your first nursing job and getting hired fast. Tips to transition from nursing student to new nurse. Talking to doctors. Common struggles, etc. Advancing in your career. And more. See table of contents. As an extra bonus, you will get in the eBook 3 of Nurse Sarah's cheat sheets: common antidotes, lab values and medication administration routes, abbreviations. Nurse Sarah BSN RN is the lead educator for the Registered Nurse RN brand. Her YouTube channel has over 2.6 million subscribers and hundreds of millions of views from around the world.

Training Design Basics, 2nd Edition Saul Carliner, 2015-09-16 If you are designing a training program for the first time, this practical book is for you. Part of ATD's Training Basics series, it zeroes in on how to design successful training for the face-to-face or virtual classroom. It also serves as a guide for developing self-study training programs such as online tutorials and workbooks. Internationally renowned workplace learning expert and educator Saul Carliner not only delves into the analysis and evaluation phases of training design where most books stop, but also gives prominence to core competencies like materials development, marketing and administration. Updated to reflect changes in training practices, this second edition helps instructional designers hone key training skills. Major additions include guidance on live virtual and online tutorials, completely new training programs and tips for how to adjust design practice when working under stringent conditions. In this book, you will learn: Best practices for designing and developing training programs in the real world. Tactics to successfully launch and run training programs you've designed. How to adjust design practices along three tiers of effort in platinum, silver and bronze scenarios.

The Pocket Mentor for Video Game Writers Anna Megill, 2023-11-30 Want to become a writer in the games industry? Then this is the book for you. Award-winning game writer Anna Megill provides all the essential information and guidance you need to understand the industry and get your foot on the ladder. The book explains in simple, clear language exactly what a beginner needs to know about education requirements, finding job

opportunities applying for roles and acing studio interviews Professional writers will learn how to run a writers room manage a team create documentation for various project phases and navigate studio politics The Pocket Mentor is designed to be a just the facts companion to The Game Writing Guide Get Your Dream Job and Keep It but it stands on its own as an invaluable go anywhere resource for beginners and seasoned pros alike [The Complete Business Guide for a Successful Medical Practice](#) Neil Baum,Roger G. Bonds,Thomas Crawford,Karl J. Kreder,Koushik Shaw,Thomas Stringer,Raju Thomas,2015-01-02 This text provides physicians with the basic business skills in order for them to become involved in the financial aspect of their practices The text will help the physician decide what kind of practice they would like to join i e private practice small group practice solo practice hospital employment large group practice academic medicine or institutional government practice as well as understand the basics of contracting restrictive covenants and how to navigate the road to partnership Additional topics covered include monthly balance sheets productivity overhead costs and profits trend analysis and benchmarking Finally the book provides advice on advisors that doctors will need to help with the business of their professional and personal lives These include accountants bankers lawyers insurance agents and other financial advisors The Complete Business Guide for a Successful Medical Practice provides a roadmap for physicians to be not only good clinical doctors but also good businessmen and businesswomen It will help doctors make a difference in the lives of their patients as well as sound financial decisions for their practice **No-Nonsense Resumes** Arnold G. Boldt,Wendy Enelow,2025-09-12 For the first time ever here s a resume book that clears away the clutter and gets down to the brass tacks of what it takes to write and design a resume that will get you interviews and job offers Authors and professional resume writers Wendy Enelow and Arnold Boldt share their insights knowledge and more than 35 years of combined experience to help you prepare a resume that will get you noticed not passed over No Nonsense Resumes begins with a thorough but easy to understand explanation of the key elements that are vital to creating an attention grabbing resume including how to Strategically position your resume Showcase your skills and achievements Format and design a professional looking resume Select and integrate key words Prepare and distribute your electronic resumeSubsequent chapters offer specific tips on creating winning resumes for job opportunities in virtually every profession Administration Accounting Banking Government Health Care Hospitality Management Human Resources Law Enforcement Manufacturing Sales Marketing Skilled Trades and Technology Science Engineering Included in each chapter are sample resumes contributed by leading resume writers and career consultants worldwide [U.S. DOL Employment Workshop: Transition from Military to Civilian Workforce \(Participant Guide\) - January 2017 Edition](#) U.S. Department of Labor,2019-04-02 The principles of getting a job are fairly simple 1 You will need to think like employers and understand the factors that make them and their organizations successful You will practice doing that in this section 2 You will need to identify the skills you can offer that will contribute to the success of both the business you are targeting and the individual hiring decision makers

who determine if it makes sense to offer you a job You will have an opportunity to do this in Section 2 of this Guide 3 You will need to discover research and connect with employment opportunities that are a good match for your skills and interests Sections 3 and 4 will help you accomplish these tasks 4 You will need to develop and deliver self marketing messages that enable civilian hiring decision makers to recognize that they and their organizations will be more successful if they hire you You will have opportunities to develop these messages in Sections 5 and 6 [Job Coach-Life Coach-Executive Coach-Branding-Letter & Resume-Writing Service](#) Anne Hart,2005-10-07 Here s how to start your personal service business Develop an icon logo and motto for your coaching clients As a job or career coach an executive coach or a life coach you will be presenting and classifying your client s competencies writing resumes cover letters and creating a wide variety of business correspondence including sales letters news releases and direct mail copy You will be planning events for your clients and their prospective employers You ll need to really work a room to find clients as well as niches or jobs for clients when networking at professional associations and trade shows Most frequently you ll be asked to write evaluate and repackage resumes cover letters and other summaries of qualifications of your clients A resume is a summary of qualifications A career coach helps clients find success by taking step by step detailed concrete strategies that solve specific problems get results and reach a defined goal A resume writing business online can be combined with a career coaching enterprise The steps are outlined here for you to follow in chronological order to open and operate a resume writing service business and also a career coaching enterprise online from your home mobile location or office You can telecommute online and still help people find direction by offering information training or consulting services Here s how to open an online business at home presenting and packaging your clients competencies Make your living writing resumes business letters and being a job coach Help clients obtain appoints for interviews that may eventually lead to finding work Write and repackage resumes and all types of business correspondence from cover letters and follow ups to direct mail or trade show sales letters

Vault Career Guide to Physical Therapy Annlee Burch,2007-04-02 Physical therapy is a growing area of medical practice encompassing four main components examination treatment consultation and research This Vault guide will walk you through this burgeoning industry its career options discussion of techniques and current trends from the direct access movement to the increasing emphasis on clinical doctorates for PTs [Training Budgets Step-by-Step](#) Diane C. Valenti,2004-01-16 Training Budgets Step by Step is a useful guide that walks you through each phase of the process so that you will have the information you need to develop a successful training plan and accurate budget that will get results for your organization Training Budgets Step by Step gives you Clear cut instructions on how to perform each step An illustrative case study that helps define every phase of the process Blank templates that you can tailor to your organization Written by training expert Diane Valenti the book shows you everything from how to conduct the data gathering process to help determine the types of training to create to how to present a completed budget3 4one that aligns strategically with your

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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 *Job Search Guide* ,1993 **Encyclopedia of**

Computer Science and Technology Phillip A. Laplante,2017-10-02 With breadth and depth of coverage the Encyclopedia of Computer Science and Technology Second Edition has a multi disciplinary scope drawing together comprehensive coverage of the inter related aspects of computer science and technology The topics covered in this encyclopedia include General and reference Hardware Computer systems organization Networks Software and its engineering Theory of computation Mathematics of computing Information systems Security and privacy Human centered computing Computing methodologies Applied computing Professional issues Leading figures in the history of computer science The encyclopedia is structured according to the ACM Computing Classification System CCS first published in 1988 but subsequently revised in 2012 This classification system is the most comprehensive and is considered the de facto ontological framework for the computing field The encyclopedia brings together the information and historical context that students practicing professionals researchers and academicians need to have a strong and solid foundation in all aspects of computer science

and technology **Eye Movement Desensitization and Reprocessing (EMDR) Therapy Scripted Protocols and Summary Sheets** Marilyn Luber, 2018-10-28 This one stop resource focuses on applying EMDR scripted protocols to medical related conditions Edited by a leading EMDR scholar and practitioner it delivers a wide range of step by step protocols that enable beginning clinicians as well as seasoned EMDR clinicians trainers and consultants alike to enhance their expertise more quickly when working with clients who present with medical related issues such as eating and body image dysregulation relationship distortion chronic pain and maladaptive self care behaviors The scripts are conveniently outlined in an easy to use manual style template facilitating a reliable consistent format for use with EMDR clients The scripts distill the essence of the standard EMDR protocols They reinforce the specific parts sequence and language used to create an effective outcome and illustrate how clinicians are using this framework to work with a variety of medical related issues while maintaining the integrity of the AIP model Following a brief outline of the basic elements of EMDR procedures and protocols the book focuses on applying EMDR scripted protocols to such key medical issues as eating and body image dysregulation chronic pain experiences such as migraine and fibromyalgia and maladaptive self care behaviors It includes summary sheets for each protocol to facilitate gathering information client documentation and quick retrieval of salient information while formulating a treatment plan Protocols for clinician self care add further to the book s value Key Features Encompasses a wide range of step by step scripts for medical related issues Includes scripted protocols and summary sheets in strict accordance with the AIP model Facilitates the rapid development of practitioner expertise Outlined in convenient manual style template Includes scripts for EMDR treatment of clients with eating disorders and body image dysregulation headaches fibromyalgia relationship distortion maladaptive self care behaviors and more **Step-by-Step Resumes For All Construction Trades Laborer and Contractor Positions** Evelyn U. Salvador, 2020-05-15 Book Delisted [The Career Kickstart Your 28-Day Action Plan for Finding Your Dream Job](#) J.G. Somers, 2022-05-04 Find Your Dream Job in 28 Days Tired of Your Job Your Boss or Your Company The Career Kick Start will not only help you get out of a bad job situation it will help you find the career you were meant for If you know there must be something better out there for you you need this book Inside this book you will discover What your unique talents and abilities are What you really want out of a job The difference between a career and a job How to create the perfect resume How to write a cover letter that gets you the job How to be a happier employee Tips for nailing the interview What to avoid with social media How to negotiate your salary And Much More This book takes you on a 28 day journey Every day you work through a single section that focuses on a single concept or task At the end of 28 days you will have what you need to get your dream job J G Somers has been helping people find their dream jobs for over twenty years She worked as a teacher and college admission counselor and helped students of all ages find their true callings Somers has since moved on to become a business analyst and has never been happier She still takes time to mentor and tutor clients looking to make a career change Someday Somers will be looking for her next

challenge When that happens she will be using the step by step process in this book to find her next opportunity What are you waiting for Your dream job is waiting for you Get Your Copy of the Career Kick Start Right Now [Media Resource Catalog from the National Audiovisual Center](#) ,1988 *Success from the Start* Debra Koerner,2013-03-22 Rely on Success from the Start for the inspiration and practical business guidance you need to enjoy a long and rewarding career in massage therapy Business naivet is one of the primary reasons massage therapists leave the profession The author has written this text to provide you with the business skills you need to envision and then launch a successful career Set yourself on your path to success right from the start **Crystal Reports Training Manual Classroom in a Book** TeachUcomp ,2013-10-27 Complete classroom training manuals for Crystal Reports Two manuals Introductory and Advanced in one book 226 pages and 118 individual topics Includes practice exercises and keyboard shortcuts You will learn all about how to establish data connections create complex and detailed reports advanced charting techniques and much more Topics Covered The Crystal Reports Environment 1 Starting Crystal Reports 2 The Menu Bar 3 Using Toolbars 4 The Design View Creating Data Connections 1 Creating a New Blank Report 2 The Database Expert 3 Access Excel DAO 4 ADO NET XML 5 Database Files 6 Java Beans Connectivity 7 JDBC JNDI 8 ODBC RDO 9 OLAP 10 OLE DB ADO 11 Salesforce com 12 SAP BW MDX Query 13 SAP Info Sets 14 SAP Operational Data Source 15 SAP Table Cluster or Function 16 Universes 17 XML and Web Services 18 Repository 19 More Data Sources 20 Selecting Report Data and Tables 21 The Data Explorer Creating Basic Reports 1 Adding Data Fields to a Report 2 Browsing Field Data 3 Selecting Moving and Resizing Fields 4 Using the Size and Align Commands 5 Creating Text Objects 6 Saving a Report 7 Previewing a Report 8 Refreshing the Report Data Linking Tables in a Report 1 Basic Table Structures and Terms 2 Linking Multiple Tables 3 Table Joins 4 Enforcing Table Joins and Changing Link Types Basic Formatting Techniques 1 Formatting Report Objects 2 The Common Tab of the Format Editor 3 The Number Tab of the Format Editor 4 The Font Tab of the Format Editor 5 The Border Tab of the Format Editor 6 The Date and Time Tab of the Format Editor 7 The Paragraph Tab of the Format Editor 8 The Picture Tab of the Format Editor 9 The Boolean Tab of the Format Editor 10 The Hyperlink Tab of the Format Editor 11 The Subreport Tab of the Format Editor 12 Drawing Lines 13 Drawing Boxes 14 Format Painter 15 Formatting Part of a Text Object 16 The Template Expert 17 Inserting Pictures Record Selection 1 The Select Expert 2 Setting Multiple Filters 3 Editing the Selection Formula Sorting and Grouping Records 1 The Record Sort Expert 2 The Group Expert 3 Managing Groups 4 Summarizing Groups 5 Hierarchical Groupings 6 The Group Sort Expert Printing Reports 1 Inserting Special Fields 2 Page Setup 3 Printing Reports Using Formulas 1 Crystal Reports Formula Syntax 2 The Formula Workshop Formula Editor Window 3 Creating Formula Fields 4 Crystal Syntax 5 Basic Syntax 6 Finding Function and Operator Assistance Advanced Formatting 1 The Highlighting Expert 2 The Section Expert 3 Conditionally Formatting a Section 4 Conditionally Formatting a Field 5 Manipulating Multiple Sections Summary Reports 1 Summarizing Report Data 2 Using the DrillDownGroupLevel Feature Charting 1 The Chart

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