

DENVER DAHL

Account Manager

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📍 San Francisco, CA

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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 Review Tutorial

Gack Davidson



Resume Template Review 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 [STEP-BY-STEP RESUMES For All Human Resources Entry-Level to Executive Positions](#) Evelyn U Salvador, NCRW, JCTC, 2020-05-15 Book Delisted *Google Resume 2017: An Easy Guide to the Best Features* Gack Davidson, The name Google has long been associated with technology and a platform that you can trust for anything It has a wealth of information and users can get up to the minute information to them with a simple search The developers of Google have extended the platform and have now created a platform called Google Resume Essentially it is a platform that is used to produce a professional resume by helping the user to do this It is effortless and helps the user to produce a resume in a short amount of time There are many resume templates that are professional and trendy from which the user can choose It is quite easy to choose and modify any one of the templates so it can match your individual taste This book will seek to introduce the reader to this platform and let them become knowledgeable of what can be done when using this service **NASM Essentials of Personal Fitness Training**, 2008 Developed by the National Academy of Sports Medicine NASM this book is designed to help people prepare for the NASM Certified Personal Trainer CPT Certification exam or learn the basic principles of personal training using NASM s Optimum Performance Training OPT model The OPT model presents NASM s protocols for building stabilization strength and power More than 600 full color illustrations and photographs demonstrate concepts and techniques Exercise color coding maps each exercise movement to a specific phase on the OPT model Exercise boxes demonstrate core exercises and detail the necessary preparation and movement Other features include research notes memory joggers safety tips and review questions **Response Surface Methodology and Related Topics** Andr  I. Khuri, 2006 This is the first edited volume on response surface methodology RSM It contains 17 chapters written by leading experts in the field and covers a wide variety of topics ranging from areas in classical RSM to more recent modeling approaches within the framework of RSM including the use of generalized linear models Topics covering particular aspects of robust parameter design response surface optimization mixture experiments and a variety of new graphical approaches in RSM are also included The main purpose of this volume is to provide an overview of the key ideas that have shaped RSM and to bring attention to recent research directions and developments in RSM which can have

many useful applications in a variety of fields The volume will be very helpful to researchers as well as practitioners interested in RSM s theory and potential applications It will be particularly useful to individuals who have used RSM methods in the past but have not kept up with its recent developments both in theory and applications *Resources in Education*, 1994-10 *The Damn Good Resume Guide, Fifth Edition* Yana Parker, Beth Brown, 2012-05-22 One of the best selling resume books of all time and a trusted resource for job seekers for nearly three decades this edition of The Damn Good Resume Guide has been completely revised and updated for today s marketplace One of the best selling resume books of all time and a trusted resource for job seekers for nearly three decades this edition of The Damn Good Resume Guide has been completely revised and updated for today s marketplace The Shortest Distance Between You and Your Next Job For hundreds of thousands of job seekers The Damn Good Resume Guide has been the go to resource for writing and refining their resumes to damn near perfection Filled with savvy advice and written in a straightforward user friendly style The Damn Good Resume Guide will help you zero in on that dream job then craft a winning resume that gets your foot in the door This tried and true best seller has been fully revised and updated for today s job market including Contemporary sample resumes all of which landed interviews with job objectives running the career gamut from line cook to sales manager school principal to software engineer Tips on creating a functional chronological or hybrid resume and advice on choosing which format is best for you What to include and what to leave out of your resume so you get the job you really want Smart ways to deal with gaps in your work history and other less than ideal resume scenarios Instructions for writing cover emails and submitting resumes electronically How to set up and excel at an informational interview Advice for formatting polishing and proofing your resume so that it stands out in the right way And much more Follow Parker and Brown s ten easy steps and you ll be well on your way to a smart effective and thoroughly modern resume a resume that makes you look good and produces results

Guide for the Design and Development of a Local Radiological Defense Support System United States. Federal Emergency Management Agency, 1982 **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 organization s goals Every step of the way the author provides a wealth of templates worksheets lists of questions to ask action plans flow charts interview summary sheets and other helpful job aids Training Budgets Step by Step also includes a CD ROM that contains the book s worksheets and templates that can be easily reproduced and customized **OECD Reviews of Vocational Education and Training**

Pathways to Professions Understanding Higher Vocational and Professional Tertiary Education Systems

OECD,2022-05-05 Higher vocational and professional tertiary education includes programmes with very different design features and functions ranging from two year programmes in tertiary institutions through professional bachelor degrees to free standing professional examinations designed to upskill existing practitioners This report compares this sector across OECD countries drawing on quantitative and qualitative data **The Cambridge Handbook of Technology and**

Employee Behavior Richard N. Landers,2019-02-14 Experts from across all industrial organizational IO psychology describe how increasingly rapid technological change has affected the field In each chapter authors describe how this has altered the meaning of IO research within a particular subdomain and what steps must be taken to avoid IO research from becoming obsolete This Handbook presents a forward looking review of IO psychology s understanding of both workplace technology and how technology is used in IO research methods Using interdisciplinary perspectives to further this understanding and serving as a focal text from which this research will grow it tackles three main questions facing the field First how has technology affected IO psychological theory and practice to date Second given the current trends in both research and practice could IO psychological theories be rendered obsolete Third what are the highest priorities for both research and practice to ensure IO psychology remains appropriately engaged with technology moving forward **Army**

Ranges and Training Land Program United States. Department of the Army,1997 **Teacher Training and Professional Development: Concepts, Methodologies, Tools, and Applications** Management Association, Information Resources,2018-05-04 Regardless of the field or discipline technology is rapidly advancing and individuals are faced with the challenge of adapting to these new innovations To remain up to date on the current practices teachers and administrators alike must constantly stay informed of the latest advances in their fields Teacher Training and Professional Development Concepts Methodologies Tools and Applications contains a compendium of the latest academic material on the methods skills and techniques that are essential to lifelong learning and professional advancement Including innovative studies on teaching quality pre service teacher preparation and faculty enrichment this multi volume book is an ideal source for academics professionals students practitioners and researchers [A Complete Guide to Portals and User Experience Platforms](#)

Shailesh Kumar Shivakumar,2015-09-25 Build a Next Generation Enterprise Digital Platform with Portals and UXPA Complete Guide to Portals and User Experience Platforms provides in depth coverage of portal technologies and user experience platforms UXPs which form the key pillars of a modern digital platform Drawing on his experience in various roles in numerous portal engagements **OECD Reviews of Vocational Education and Training Strengthening**

Apprenticeship in Scotland, United Kingdom OECD,2022-12-13 Apprenticeship systems have a crucial role to play in providing students workers and jobseekers with relevant training opportunities and developing the right skills for the future in responding to changing labour market needs This report focuses on how to strengthen the apprenticeship system in

Scotland United Kingdom **The Computer Based Training Handbook** William W. Lee, Robert A. Mamone, 1995 **A Practical Guide to Level Design** Benjamin Bauer, 2023-02-28

Written by an AAA industry expert with over 20 years of experience this book offers comprehensive coverage of the practical skills that all successful level designers need to have. It covers everything from practical production skills to the social and soft skills required to thrive in the gaming industry. This book begins with a theoretical and abstract approach that sets a common language for the later hard skill applications and practical examples. These later chapters cover a wealth of practical skills for use during the concept phase while creating layouts, scripting, and working with AI. This book includes essential chapters on topics such as social skills, soft skills, world building, level design, direction, production, as well as how to gain employment in the industry. This book will be of great interest to all level designers, content leads, and directors looking to enhance their skillset. It will also appeal to students of level and game design looking for tips on how to break into the industry.

Training to Teach in the Learning and Skills Sector Liz Keeley-Browne, 2013-11-04

This text takes a pragmatic approach to training to teach in the lifelong learning sector, relating theory to real practice through a wealth of cases, illustrations, and interactive tasks. Whether at the beginning of training or already qualified, this book offers everything needed to achieve Qualified to Teach Learning and Skills (QTLS).

Employee Recruitment, Selection, and Assessment Ioannis Nikolaou, Janneke K. Oostrom, 2015-04-17

Personnel selection is changing. Whilst traditional face-to-face interviews are still common, the range of assessment processes that inform the selection of candidates is increasingly diverse, taking advantage not only of new technologies but also using new methods and strategies such as assessment centres and personality testing. This new collection looks at the most important contemporary issues in recruitment, selection, and assessment today, highlighting the latest research from the perspective of both recruiter and applicant. The book is written by an international range of prominent scholars in this area and provides up-to-date analysis of key topic areas, including:

- How measurements of intelligence can impact on recruitment policies
- The use and value of personality tests
- An analysis of social interaction in the interview process
- The value and impact of video resumes in recruitment
- How social networks affect how applicants are perceived
- Job analysis and competencies modelling

Part of the *Current Issues in Work Organizational Psychology* series, this is an important book that shines a light on the latest theory and practice in employee recruitment. It will interest not only students and researchers of Organizational Psychology, HRM, and Business and Management but will also engage professionals in the field.

A Practical Guide to Scientific Writing in Chemistry Andrew Terhemmen Tyowua, 2023-03-31

Successful completion of postgraduate studies, especially PhD, and career advancement in academia strongly depend on the ability to publish scientific papers or books and attract research grants. However, many chemical scientists find preparing scientific papers and research grant and book proposals difficult, partly because of insufficient training in writing and partly because there are few practical books to enable them to learn the art. This step-by-step practical guide is intended mainly for postgraduate students and early career researchers in chemical

science and the libraries that serve them but will also be useful to other scientists

Key Features

- Improves the reader's chances of getting their manuscript published in chemistry journals
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