

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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**Jimmy Huh,Ramesh
Raghupathi,Bridgette D. Semple**

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PISA 2022 Results (Volume IV) How Financially Smart Are Students? OECD,2024-06-27 This volume presents the financial literacy results of the OECD Programme for International Student Assessment PISA 2022 and examines 15 year old students understanding of money matters in 20 countries and economies It explores the links between their financial literacy and their competencies in mathematics and reading and differences across socio demographic groups It also offers an overview of their experiences with money their financial behaviour and attitudes and their exposure to financial literacy at home and in school

Emerging Infectious Diseases ,2010

Research Methods and Design in Sport Management Damon P.S. Andrew,Paul M. Pedersen,2011-02-17 Research Methods and Design in Sport Management explains research design implementation analysis and assessment criteria with a focus on specific procedures unique to the discipline of sport management The text is an invaluable resource for students and practitioners in sport management because it focuses on applied research for organizational purposes and the qualitative and quantitative methodologies pertinent to the field of sport management Organized in four parts Research Methods and Design in Sport Management begins with an introduction to concepts in sport management research and a discussion of the ethical issues associated with research projects The text outlines the steps to the research process making it an easy to use guide for professionals undertaking a research project as well as students writing major term papers theses or dissertations Analysis of research design with discussion of specific methods used in qualitative quantitative and mixed methods research helps readers to determine and design the most appropriate research for their specific needs This text teaches readers the following concepts and skills How to conduct a thorough literature review Theoretical and conceptual frameworks to guide the research process How to develop appropriate research questions and hypotheses Techniques for conducting qualitative quantitative and mixed methods research Methods for analyzing data and reporting results Multiple special elements in each chapter including learning objectives summaries suggested advanced readings and highlight boxes guide readers through challenging concepts A chapter dedicated to legal research in sport management provides a nonintimidating discussion of the unique elements evident in sport law research such as legal precedence case briefing and special writing elements Examples of published research in sport management illustrate ways in which various methodological tools and techniques can be used in answering research questions Research in Action sections present excerpts from the Journal of Sport Management which highlight research components mentioned in the text and assist students in learning how to read and evaluate research In addition all research examples provided throughout the text are specific to sport management considering both sport industry settings and academic environments Research Methods and Design in Sport Management offers readers the tools to engage in the broad spectrum of research opportunities in the growing discipline of sport management As accreditation in sport management becomes more prevalent Research Methods and Design in Sport Management can assist students in gaining the knowledge and skills they need in

order to compete in the job market and to contribute to their future careers For professionals the text offers tools to ensure the research they conduct and consume can accurately inform strategic business decisions ***Managing New Product Innovation*** Bob Jerrard,Roger Newport,Myfanwy Trueman,1998-08-27 New product design and development is often the result of personal vision Harnessing this often requires a special receptiveness and enthusiasm at all levels of an organization which serves to unlock potential and can turn the entire organizational pyramid upside down It is particularly important to understand and develop those aspects of design which can be constructively employed by designers in a strategic alliance with management and research The papers in this volume result from the conference of the Design Society held at the University of Central England in September 1998 They show how design led product development has worked in a range of industries from engineering through to design and management consultancy ***Differentiating Instruction*** Jacqueline S. Thousand,Richard A. Villa,Ann I. Nevin,2014-11-14 The ultimate guide to leaving no child behind newly updated Now in its second edition this best selling book is your one stop resource for differentiated instruction Whether you re new to the concept or just looking to improve your approach you ll find tools to meet the needs of all your students You ll discover how Universal Design for Learning UDL and retrofitting can help you adapt general education curriculum to diverse learning styles Features of the new edition include A chapter on collaborative planning and evaluation Updated lesson plans tied to the Common Core Greater emphasis on cultural proficiency ELLs and gifted students New technology references and resources A strengthened link to RTI ***Quality of Experience*** Sebastian Möller,Alexander Raake,2014-07-08 This pioneering book develops definitions and concepts related to Quality of Experience in the context of multimedia and telecommunications related applications systems and services and applies these to various fields of communication and media technologies The editors bring together numerous key protagonists of the new discipline Quality of Experience and combine the state of the art knowledge in one single volume ***Introducing Communication Research*** Donald Treadwell,2023-12-30 Introducing Communication Research Paths of Inquiry teaches students the basics of communication research in an accessible manner by using student focused real world examples engaging application exercises and up to date resources Donald Treadwell guides readers through the process of conducting communication research and presenting findings for a diversity of audiences and the book emphasizes the Internet and social media as both topics of and tools for communication research The Fifth Edition adds new pedagogical features a new social media and big data section in each method chapter coverage throughout of the impact of artificial intelligence AI and particularly in relation to reporting and presenting research and references the latest research and data sources related to changes in communication brought about by the COVID 19 pandemic Included with this title LMS Cartridge Import this title s instructor resources into your school s learning management system LMS and save time Don t use an LMS You can still access all of the same online resources for this title via the password protected Instructor Resource Site **Coronavirus Disease (COVID-19): Psychological and**

Behavioral Consequences of Confinement on Physical Activity, Sedentarism, and Rehabilitation Pedro L.

Almeida, Michael Brach, Ricardo De La Vega, Mauricio Garzon, Julia Maria D'andréa Greve, Margarita Limon, Luis

Mochizuki, 2022-04-22

English National Identity and Football Fan Culture

Tom Gibbons, 2016-05-13

In recent years scholars have understood the increasing use of the St George's Cross by football fans to be evidence of a rise in a specifically English identity. This has emerged as part of a wider national response to broader political processes such as devolution and European integration which have fragmented identities within the UK. Using the controversial figurational sociological approach advocated by the twentieth century theorist Norbert Elias, this book challenges such a view drawing on ethnographic research amongst fans to explore the precise nature of the relationship between contemporary English national identity and football fan culture. Examining football fans' expressions of Englishness in public houses and online spaces, the author discusses the effects of globalization, European integration and UK devolution on English society, revealing that the use of the St George's Cross does not signal the emergence of a specifically English national consciousness but in fact masks a more complex multi-layered process of national identity construction. A detailed and grounded study of identity, nationalism and globalization amongst football fans, *English National Identity and Football Fan Culture* will appeal to scholars and students of politics, sociology and anthropology with interests in ethnography, the sociology of sport, fan cultures, globalization and contemporary national identities.

British gambling prevalence survey 2007

Heather Wardle, National Centre for Social Research, Gambling Commission, 2007-10-03. This report, carried out by the National Centre for Social Research, sets out the results of the British Gambling Prevalence Survey (BGPS) 2007, the second nationally representative survey of its kind. The first was undertaken in 1999. Based on a random sample of just over 9,000 people, the survey contains data on attitudes to gambling, levels of participation and the prevalence of problem gambling. The report will provide the Gambling Commission and the Government with some important benchmark information which will help assess the overall impact of the Gambling Act following its full implementation on 1st September 2007. Findings include that 68 per cent had participated in some form of gambling activity within the past year, compared to 72 per cent in 1999. The most popular activities were the National Lottery Draw (57 per cent), scratchcards (20 per cent), horserace betting (17 per cent) and playing slot machines (14 per cent). Six per cent of the population used the internet to gamble in the past year.

Practical Machine Learning with H2O Darren Cook, 2016-12-05. Learn how to construct machine learning and data analysis scalable for big data using H2O software using sample data sets and several machine learning techniques including deep learning, random forests, unsupervised learning and ensemble learning. Provided by publisher.

Innovations Through Information Technology

Information Resources Management Association. International Conference, 2004-01-01. *Innovations Through Information Technology* aims to provide a collection of unique perspectives on the issues surrounding the management of information technology in organizations around the world and the ways in which these issues are addressed. This valuable book is a compilation of features including

the latest research in the area of IT utilization and management in addition to being a valuable source in support of teaching and research agendas

Space and Play in Japanese Videogame Arcades Jérémie Pelletier-Gagnon, 2024-05-07 This book presents a scholarly investigation of the development and culture of Japanese videogame arcades both from a historical and contemporary point of view Providing an overview of the historical evolution of public amusement spaces from the early rooftop amusement spaces from the early nineteenth century to the modern multi floor and interconnected arcade complexes that characterize the urban fabric of contemporary Japan the book argues that arcade videogames and their associated practices must be examined in the context in which they are played situated in the interrelation between the game software the cabinets as material conditions of play and the space of the venue that frames the experience Including three case studies of distinct and significant game centres located in Tokyo and Kyoto the book addresses of play in public including the notion of performance and observation as play practices spatial appropriation as well as the compartmentalization of the play experience In treating videogames as sets of circumstances the book identifies the opportunities for ludic practices that videogame arcades provide in Japan As such it will appeal to students and scholars of Game Studies and Digital Media Studies as well as those of Japanese Culture and Society

Digital Witness Sam Dubberley, Alexa Koenig, Daragh Murray, 2020 This book covers the developing field of open source research and discusses how to use social media satellite imagery big data analytics and user generated content to strengthen human rights research and investigations The topics are presented in an accessible format through extensive use of images and data visualization

Routledge Handbook of Sports Marketing Simon Chadwick, Nicolas Chanavat, Michel Desbordes, 2015-12-22 Sports marketing has become a cornerstone of successful sports management and business driving growth in sport organisations and widening fan bases Showcasing the latest thinking and research in sports marketing from around the world the Routledge Handbook of Sports Marketing goes further than any other book in exploring the full range of this exciting discipline Featuring contributions from world leading scholars and practitioners from across the globe the book examines theories concepts issues and best practice across six thematic sections brands sponsorship ambush marketing fans and spectators media and ethics and development and examines key topics such as consumer behaviour marketing communications strategic marketing international marketing experiential marketing and marketing and digital media Comprehensive and authoritative the Routledge Handbook of Sports Marketing is an essential reference for any student or researcher working in sport marketing sport management sport business sports administration or sport development and for all practitioners looking to develop their professional knowledge

Systems Thinking Methods in Sport Scott Mclean, Mitchell Naughton, Gemma Read, Neville A. Stanton, Adam Hulme, Guy Walker, Paul Salmon, 2024-09-26 Sport is increasingly being described as a complex system This inherent complexity cannot be understood by examining components in isolation rather the system as a whole should represent the unit of analysis Systems thinking is the answer to understanding this complexity and is gaining traction in sport

Systems thinking provides a philosophy and a set of associated methods which can be used to understand and optimise the behaviour of complex systems such as those inherent within sport This book presents for the first time a practical guide to applying contemporary systems thinking methods in sport as well as case study applications demonstrating how their outputs can be translated in practice The methods described in this book can be used for better understanding the systemic influences in a broad range of sport contexts including performance injury team functioning decision making adverse incidents sports organisation design and redesign technology implementation and proactive risk assessments Systems Thinking Methods in Sport provides a practical step by step guide for sports practitioners and stakeholders as well as university students and academics in applying state of the art systems thinking methods to sport *Best Practice*

Approaches in Women's Sports Antonio Ardá Suárez,2023-11-22

Most Valuable Teams Ava Thompson,AI,2025-02-20

Most Valuable Teams explores the financial and strategic elements that elevate sports franchises into billion dollar global brands It examines the core principles that drive the valuation of elite sports organizations highlighting how successful teams effectively blend brand building fan engagement and financial management For instance the book illustrates how strategic marketing and community involvement cultivate a unique brand identity The book delves into the evolution of sports franchises from local teams to international powerhouses emphasizing the impact of media rights deals stadium construction and player salaries It analyzes how teams like those in the NFL NBA MLB and major European soccer leagues have mastered revenue streams and fan loyalty By using case studies and real world examples Most Valuable Teams offers insights valuable to sports executives investors and fans interested in the business side of sports Beginning with foundational concepts in sports valuation the book progresses through specific examples of successful franchises analyzing their brand building initiatives fan engagement tactics and financial performance The data driven approach includes proprietary team valuation models and interviews with sports industry leaders while addressing ongoing industry debates It concludes by examining future trends and the influence of emerging technologies and changing demographics on franchise valuation **Long-Term**

Consequences of Pediatric Traumatic Brain Injury Jimmy Huh,Ramesh Raghupathi,Bridgette D. Semple,2022-10-20

Marketing Research Principles Kenneth E. Clow,Karen Elaine James,2020-03-10 The third edition of Marketing Research Principles offers a strong emphasis on how to use marketing research to make better management decisions w application of marketing research to marketing and business situations The authors focus on understanding and interpreting marketing research studies and throughout the book they integrate data analysis interpretation application data presentation and decision making

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