

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

Koeppe Inc

📅 2014 - 2018 📍 San Francisco, CA

Koeppe 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 Flood+mobile services in Spain in 2012.
- Achieved 120% Revenue Attainment in H2 (Jan-Jun 2013)
- Increased a French fashion brand PPC revenue by 50% 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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World Health Organization



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How to Write & Design a Professional Résumé to Get the Job Dale Mayer, 2008 This book CD ROM guide arms job seekers with advice on writing and formatting different types of resumes and surviving the interview process It tells how to construct a resume in difficult situations such as a recent layoff spotty work history or criminal record and offers tips on specialty resumes for IT professionals self employed job seekers students executives and military personnel Worksheets case histories examples and a glossary are included The companion CD ROM contains about 30 real life resumes in Microsoft Word format so that readers can edit them to fit their needs

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

STEP-BY-STEP RESUMES For All Human Resources Entry-Level to Executive Positions Evelyn U Salvador, NCRW, JCTC, 2020-05-15 Book Delisted

Step-by-Step Resumes For All Construction Trades Laborer and Contractor Positions Evelyn U. Salvador, 2020-05-15 Book Delisted

Oracle 11i - The Complete Reference Rashami Anandi, 2009

Practical manual to design, set up and manage severe acute respiratory infections facilities World Health Organization, 2024-07-25 This document with a focus on the built environment and health care facilities intends to guide the audience in preparing for and responding to SARI pandemics caused by existing and novel pathogens It provides technical guidance on designing establishing and managing health care facilities for severe acute respiratory infections SARI covering point of entry treatment centers entry to health system facilities quarantine and community facilities and home care and quarantine Organized into three sections it covers theoretical foundations design principles and implementation examples including solution for new constructions buildings repurposing and temporary tent solutions The technical representations of this publication are available in high resolution at <https://www.who.int/groups/techne>

Marketing Your Career Brand Alan De Back and Michelle Carroll, 2014-07-08 In the past your career brand was expressed primarily through a traditional resume Today your brand encompasses every way you promote yourself both in electronic and more traditional formats Marketing Your Career Brand will help you identify needs of your customers whether they are potential clients a prospective employer or your current employer and how your brand will address those needs This issue of TD at Work will show you how to define your career brand and how to develop your marketing message the tools you can use including various social media to market yourself how to choose which tools to use based on your intended audience and reason for being online the differences between a general and federal resume

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and Cover Letters that Have Worked for Military Professionals Anne McKinney,1996 Model cover letters and resumes cover such fields as aviation communication finance and sales *Remote Work Playbook* Cole N. Harrington,2025-11-04 Break free from the 9 to 5 grind and start building a location independent life that pays the bills and fuels your purpose Whether you re burned out bored or simply tired of trading time for money the digital economy is calling *Remote Work Playbook* is your clear no fluff guide to designing portable income streams and reclaiming control of your time energy and freedom Bestselling author and digital entrepreneur Cole N Harrington has helped thousands escape the traditional job trap and this book shows you how Inside you ll learn how to Identify your digital skillset even if you think you re not techy Choose the best remote work path for your personality and strengths Launch in 30 days or less with freelance contract or side hustle income Land real gigs on trusted platforms without getting scammed Build sustainable systems for long term remote income and avoid burnout Master the tools tech and habits for focus flow and freedom Travel the world or stay home in your PJs while earning online Avoid isolation and stay mentally strong in the remote work lifestyle You ll also discover High earning portable hustles like coaching digital products and content creation Low tech job options like virtual assistant work ESL teaching and customer support Income stacking strategies that turn unstable gigs into steady income A full 30 day launch checklist to help you go remote fast with confidence This isn t just a book it s your blueprint for freedom Whether you re a total beginner or ready to scale your current hustle *Remote Work Playbook* will show you exactly how to earn from anywhere No gatekeepers No fluff Just action **5 Steps To Success** Cindy L. Shebley,2007-02 *Design of Reservation Protocols for Multimedia Communication* Luca Delgrossi,2012-12-06 The advent of multimedia technology is creating a number of new problems in the fields of computer and communication systems Perhaps the most important of these problems in communication and certainly the most interesting is that of designing networks to carry multimedia traffic including digital audio and video with acceptable quality The main challenge in integrating the different services needed by the different types of traffic into the same network an objective that is made worthwhile by its obvious economic advantages is to satisfy the performance requirements of continuous media applications as the quality of audio and video streams at the receiver can be guaranteed only if bounds on delay delay jitters bandwidth and reliability are guaranteed by the network Since such guarantees cannot be provided by traditional packet switching technology a number of researchers and research groups during the last several years have tried to meet the challenge by proposing new protocols or modifications of old ones to make packet switching networks capable of delivering audio and video with good quality while carrying all sorts of other traffic The focus of this book is on HeiTS the Heidelberg Transport System and its contributions to integrated services network design The HeiTS architecture is based on using the Internet Stream Protocol Version 2 ST II at the network layer The Heidelberg researchers were the first to implement ST II The author documents this activity in the book and provides thorough coverage of the improvements made to the protocol The book also includes coverage of HeiTP as used in error

handling error control congestion control and the full specification of ST2 a new version of ST II The ideas and techniques implemented by the Heidelberg group and their coverage in this volume apply to many other approaches to multimedia networking

625+ Easy Digital Product Ideas For Earning Passive Income While You Sleep Om Prakash Saini, 2024-02-16 Embark on a journey of endless possibilities with 625 Easy Digital Product Ideas For Earning Passive Income While You Sleep This book is your ultimate guide to unlocking the world of online entrepreneurship without breaking a sweat Packed with over 625 simple and lucrative digital product ideas it covers a wide range of categories like Ebooks and Written Content Online Courses Printables Stock Photos Videos Audio Products Software 3D Models Web Development Resources and more Whether you re a seasoned digital entrepreneur or a newbie looking to make money while you snooze this book has something for everyone Dive into the realm of passive income and discover how to turn your creativity into cash From crafting engaging Ebooks to developing user friendly applications the book is a treasure trove of inspiration With clear and accessible language it breaks down complex ideas making it perfect for anyone ready to take the leap into the world of online income Don t just dream about financial freedom make it a reality with 625 Easy Digital Product Ideas For Earning Passive Income While You Sleep Your journey to success starts now

CODING INTERVIEWS Advanced Guide to Help You Excel at Coding Interviews Olivia Miller, 2023-10-23 Interviews are stressful and can overwhelm even the most experienced candidates Whether this is your first coding interview or your tenth you are still likely to be a bag of nerves but given that this is an important step in getting the job you dream of it s important that you don t fluff it at the first step

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Current Perspectives and New Directions in Mechanics, Modelling and Design of Structural Systems Alphose Zingoni, 2022-09-05 Current Perspectives and New Directions in Mechanics Modelling and Design of Structural Systems comprises 330 papers that were presented at the Eighth International Conference on Structural Engineering Mechanics and Computation SEMC 2022 Cape Town South Africa 5 7 September 2022 The topics featured may be clustered into six broad categories that span the themes of mechanics modelling and engineering design i mechanics of materials elasticity plasticity porous media fracture fatigue damage delamination viscosity creep shrinkage etc ii mechanics of structures dynamics vibration seismic response soil structure interaction fluid structure interaction response to blast and impact response to fire structural stability buckling collapse behaviour iii numerical modelling and experimental testing numerical methods simulation techniques multi scale modelling computational modelling laboratory testing field testing experimental measurements iv design in traditional engineering materials steel concrete steel concrete composite aluminium masonry timber v innovative concepts sustainable engineering and special structures nanostructures adaptive structures smart structures composite structures glass structures bio inspired structures shells membranes space structures lightweight structures etc vi the engineering process and life cycle considerations conceptualisation planning analysis design optimization construction assembly manufacture maintenance monitoring assessment repair strengthening retrofitting

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Introduction to Computers for Healthcare Professionals Irene Joos,Debra Wolf,Ramona Nelson,2019-12-18 Introduction to Computers for Health Care Professionals Seventh Edition is a contemporary computer literacy text geared toward nurses and other healthcare students *Chemical Process Design and Simulation: Aspen Plus and Aspen Hysys Applications* Juma Haydary,2019-01-23 A comprehensive and example oriented text for the study of chemical process design and simulation Chemical Process Design and Simulation is an accessible guide that offers information on the most important principles of chemical engineering design and includes illustrative examples of their application that uses simulation software A comprehensive and practical resource the text uses both Aspen Plus and Aspen Hysys simulation software The author describes the basic methodologies for computer aided design and offers a description of the basic steps of process simulation in Aspen Plus and Aspen Hysys The text reviews the design and simulation of individual simple unit operations that includes a mathematical model of each unit operation such as reactors separators and heat exchangers The author also explores the design of new plants and simulation of existing plants where conventional chemicals and material mixtures with measurable compositions are used In addition to aid in comprehension solutions to examples of real problems are included

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