DENVER DAHL

Account Manager - +1 595 595 5555 9 San Francisco, CA

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« Binkedin.com/denver-dahl)

EXPERIENCE

Key Account Manager

Laurzoon

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

Keepp Inc

Knepp Inc is Google Street View certified agency.

- Managed Search, Shopping & Display adis 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.

- Pioneered sales of Fixed+mobile services in Spain in 2012.
- Achieved 126% Revenue Attainment in H2 (Jan-Jun 2015).
- 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 market for story



Market share - Key accounts & projects

Generated \$2,000,000+ new revenue by signing 10 new introduction of the



Managing the largest accounts

Managed the largest key account generating \$17,500,000 amountly.



Work-life balance

I recharge spending my weekends in nature with my family of 5.

SKILLS

MS Office Programs Windows & Mac OSX A superior Salesfonce Agillo CRM Systems Hubspot

Linkedin Sales Navigator Dun & Bradistreet

LANGUAGES

Greek Emglish Minthon German Prioficient. Advanced

Resume Template This Month Tutorial

Terry C. Jones

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cover letters This empowering book provides everything students in psychology and the behavioral sciences need to map their course to academic and professional success Privitera helps students to keep their eye on a goal and a prize from day one of college and he helps them to understand that long term thinking can enhance all areas of life Ramani Durvasula California State University Los Angeles The single most impressive aspect is the concrete plan outlined for how students can plan for applying to graduate school as early as their freshman year Stacy Bender Alfred University Vault Career Guide to Pharmaceutical Sales & Marketing Carole Moussalli, 2006 Get the inside scoop on pharmaceutical sales careers with this new Vault Guide Overview of the industry functions in pharmaceutical sales field sales sales management training and development instructional design content development project management jobs and career paths getting hired education interview preparation and more Step-by-Step Resumes For All Construction Trades Laborer and Contractor Positions Evelyn U. Salvador, 2020-05-15 Book Delisted Handbook of Research on Future of Work and Education: Implications for Curriculum Delivery and Work Design Ramlall, Sunil, Cross, Ted, Love, Michelle, 2021-10-08 Higher education has changed significantly over time In particular traditional face to face degrees are being revamped in a bid to ensure they stay relevant in the 21st century and are now offered online. The transition for many universities to online learning has been painful only exacerbated by the COVID 19 pandemic forcing many in person students to join their virtual peers and professors to learn new technologies and techniques to educate Moreover work has also changed with little doubt as to the impact of digital communication remote work and societal change on the nature of work itself There are arguments to be made for organizations to become more agile flexible entrepreneurial and creative As such work and education are both traversing a path of immense changes adapting to global trends and consumer preferences The Handbook of Research on Future of Work and Education Implications for Curriculum Delivery and Work Design is a comprehensive reference book that analyzes the realities of higher education today strategies that ensure the success of academic institutions and factors that lead to student success In particular the book addresses essentials of online learning strategies to ensure the success of online degrees and courses effective course development practices key support mechanisms for students and ensuring student success in online degree programs Furthermore the book addresses the future of work preferences of employees and how work can be re designed to create further employee satisfaction engagement and increase productivity In particular the book covers insights that ensure that remote employees feel valued included and are being provided relevant support to thrive in their roles Covering topics such as course development motivating online learners and virtual environments this text is essential for academicians faculty researchers and students globally **Learn to Code. Get a Job.** Gwendolyn Faraday, 2020-11-01 Do you want to learn to code but don't know where to start This book cuts through the noise and gives you a no nonsense guide to learning and landing your first job as a software developer Each chapter leaves you with actionable steps so you can get started right away Here are the topics covered How to create a learning plan How when and where to network as a software

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