DENVER DAHL

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

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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 Today

Quinn Everett,Al

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Garneau, 2014-03-25 Popular with nursing students for its humorous cartoons and easy to read style Nursing Today Transition and Trends 8th Edition helps you make a successful transition from student to practicing nurse It covers the profession's leading issues and opportunities ensuring that you graduate not only with patient care skills but also with career development skills such as resume writing finding a job and effective interviewing Study questions and test taking tips prepare you for the NCLEX RN exam and discussions of communication and management prepare you to succeed in the workplace Well known educators JoAnn Zerwekh and Ashley Zerwekh Garneau provide the latest information on nursing issues and trends including health care reform patient safety and patterns of nursing care delivery. An emphasis on making the transition into the workplace is included in chapters such as NCLEX RN and the New Graduate Employment Considerations Opportunities Resumes and Interviewing and Mentorship Preceptorship and Nurse Residency Programs Coverage of QSEN and patient safety includes Quality and Safety Education for Nurses National Patient Safety Foundation and Institute of Medicine competencies related to patient safety and addresses communication among health care providers quality improvement and guidelines from The Joint Commission Coverage of evidence based practice includes management protocols and interventions used as the basis for clinical outcomes Coverage of nursing informatics helps you use technology access information and evaluate content to provide quality patient care and includes a discussion of the Electronic Health Record EHR Coverage of health care reform includes the Affordable Care Act of 2010 and the new Patient Bill of Rights as they apply to health care delivery and costs Student resources on an Evolve companion website include case studies for every chapter NCLEX RN review questions NCLEX RN exam style questions memory notecards and resume templates for creating professional resumes and cover letters Thorough coverage includes all of the most important issues faced by the new nurse preparing you to succeed in a professional nursing career Critical Thinking boxes offer questions and exercises asking you to apply what you have learned to clinical practice An engaging approach features lively cartoons chapter objectives bibliographies and colorful summary boxes The Right Job, Right Now Susan Strayer, 2025-10-16 The Right Job Right Now effectively bridges the gap between What do I want to do and How do I do it by presenting a complete step by step plan for long term career satisfaction using self assessment self marketing and a comprehensive job search and career development strategy Based on the author's Kaleidoscope Career Model this book shows you how to take charge of your career and takes you step by step through the complete job search process including Career assessment what do you have to offer and what do you want in return Taking action searching for a new job interviewing and accepting offers On the job issues answers to common questions from dealing with a bad boss to performance management Using her unique and straightforward approach you will learn how to align your skills and abilities with your compensation and benefit needs and company culture preferences to find your career sweet spot the qualities of a job that will allow you to perform to the best of your abilities and be rewarded accordingly Your career sweet spot becomes the basis of targeting a job search writing

resumes taking advantage of technology interviewing effectively and landing the perfect job Susan D Strayer SPHR is a human resources professional career development expert and freelance writer As the founder of University and Career Decisions Susan works with individuals companies and universities in career management and development human resources and recruiting strategy and employment brand Ridiculous Resumes Quinn Everett, AI, 2025-03-29 Ridiculous Resumes tackles the often overlooked world of resume writing revealing why so many job applications end up in the rejection pile This career guide exposes common yet easily avoidable mistakes that job seekers make such as including irrelevant hobbies or exaggerating skills which can instantly disgualify them The book uniquely analyzes real life resume blunders and provides data driven insights into what recruiters look for highlighting how Applicant Tracking Systems ATS filter candidates based on seemingly minor details The book s approach involves dissecting actual resumes to showcase errors and offering practical strategies for crafting a compelling resume It emphasizes understanding the psychology behind recruiter decisions helping job seekers present themselves effectively Ridiculous Resumes progresses systematically starting with foundational resume writing principles then dives into common mistakes and finally it provides a step by step guide to creating a modern resume that emphasizes strengths while minimizing weaknesses This approach aims to transform job search efforts into career Learning Employment Readiness Skills - How to Re-Enter Today's Competitive Workforce. Steve success Brennan, 2013-10-03 Your hands on guide for achieving a successful employment conclusion Specific job search activities self assessment guizzes understanding your transferrable skills outreach letters tips for writing guality recession proof resumes interviewing techniques and much more What You Should Know When Looking for a Job in Today'S Marketplace, 2Nd Edition Richard A. Wittmeyer, 2011-01-20 The Hiring Process Yesterday versus Today Years ago it was fairly easy to find a new position Search firms would call you with a position opening and you could take your time selecting between job offerings Or friends contacted you with tips that a company down the road was hiring and needed people with your skills All that you needed to do was to update your resume from time to time and everything fell into place Today we have a different situation the marketplace is crawling with competition for those jobs The time to sit back and think that a company will find you is no longer realistic You need to put together a well thought out action plan to seek the job you want This book will assist you in setting new goals and evaluating new career options It will help you manage your job transition and employment campaign in a realistic systematic and organized way What You Should Know When Looking for a Job in Todays Marketplace 2nd edition shares effective job search methods and a plan of action that will assist Those that are out of work and seeking employment Those anticipating a reduction in the workforce at their company and are out looking for other opportunities Military personnel returning to civilian life and are seeking employment College students just graduating and ready to enter the world of work People dissatisfied in their current positions and want to move on More mature job candidates that are out of work and not ready for retirement Those returning to the workplace after many years of absence The book will assist you

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my life Danielle H The information in this book is so on target I wish I d found it earlier in my career I can t begin to express what it is like to have finally found not just the reasons but the solutions to my past career disappointments John T

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the shift and achieving success She shows how to build over time emphasizing that you do not have to overhaul every HR learning and development and management process and program to see the benefits of skills Start small and wherever it makes the most sense for your organization to begin the skills journey In this book explore the different components of a skills based organization hiring and recruitment organizational culture performance management and career development as well as strategies for continuous improvement at the people process and system levels Learn to understand the current potential for skills what is needed to overcome resistance to change and how to secure buy in from your organization s decision makers Examine how to plan for the collection analysis and governance of your skills data This book is perfect for HR and talent strategists who want to go beyond the theoretical and see real results regardless of where they may be on their path to building a skills based organization Case studies of companies at different stages in the journey prove this isn t just an aspirational goal it s one that actual companies are achieving **Online Job Search Strategies for Today's Digital World: A Comprehensive Guide** Pasquale De Marco, 2025-04-12 In the ever evolving digital landscape the job market has undergone a profound transformation Gone are the days of solely relying on traditional methods like newspaper ads or job fairs The rise of the internet has opened up a whole new world of opportunities for both job seekers and employers alike In this comprehensive guide you will embark on a journey of discovery learning the art of crafting compelling online resumes and cover letters that stand out from the crowd You will delve into the world of online networking exploring the power of social media professional networking sites and online communities to connect with potential employers and expand your professional network Furthermore you will gain mastery over the art of online job search uncovering hidden job listings utilizing Boolean search techniques and setting up job alerts to stay informed about the latest opportunities You will also learn how to optimize your online presence creating a professional website or online portfolio to showcase your skills and accomplishments The world of online job search is constantly evolving and this guide stays abreast of the latest trends and innovations You will gain insights into the future of online job search exploring the impact of artificial intelligence virtual reality and other emerging technologies on the recruitment process Throughout this book you will find inspiring success stories of individuals who have successfully navigated the online job search landscape overcoming challenges and achieving their career goals These stories serve as a testament to the power of perseverance adaptability and the strategies outlined in this guide Whether you are a recent graduate a seasoned professional seeking a career change or an individual re entering the workforce this book provides invaluable insights and practical strategies to help you find your dream job online With its comprehensive coverage of online job search techniques expert advice and inspiring success stories this guide is your ultimate companion on the path to career success If you like this book write a review on google books Iump-Start Your Career with Resumes that Pop Pasquale De Marco, 2025-07-14 In today's competitive job market having a well crafted resume is no longer optional it s essential Your resume is often the first impression you make on potential employers so it s

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