

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 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 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 Today

Pasquale De Marco



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work. Distinguish between prokaryotes and ... Chapter 7-1 Life Is Cellular The discovery of the cell was possible due to the invention of the. 2. Who was the first person to see cells? 3. Why did he call them cells? Edexcel GCSE ICT Revision Guide ... This book is good for revision and has great end of unit summary questions, but they give little detail when explaining things which, if you're revising for ... Digital Devices - Part 1 - Edexcel IGCSE ICT 9-1 - YouTube Edexcel IGCSE - ICT - Chapter 1 - Lesson 1 Digital Devices ... GCSE ICT This unit provides an introduction to the modern online world. We will base the course around your current knowledge and build on it to investigate a range ... Edexcel GCSE ICT Revision Guide & Workbook Sample Edexcel GCSE ICT Revision Guide & Workbook Sample - Free download as PDF File (.pdf), Text File (.txt) or read online for free. This is our GCSE ICT sample ... Roger Crawford - Edexcel international GCSE ... Jan 5, 2019 — Check Pages 1-50 of Roger Crawford - Edexcel international GCSE ICT. Revision guide (2013, Pearson Education) in the flip PDF version. GCSE ICT Revision Guides Is the GCSE ICT exam looming? Revise and ace the exams with our adaptive GCSE ICT revision guides and flashcards. Top GCSE ICT Flashcards Ranked by Quality. IGCSE Edexcel ICT Revision Guide Digital • A digital video camera or camcorder records moving images with sound. Recordings can be saved on a memory card or built-in hard disk, and input to a ... International-GCSE-ICT-Student-Book-sample.pdf You can personalise your ActiveBook with notes, highlights and links to your wider reading. It is perfect for supporting your coursework and revision activities ... ICT GCSE Edexcel Chapter 1 - Living in a Digital World GCSE ICT revision notes. 0.0 / 5. ICT GCSE EDEXCEL REVISION. 3.0 / 5 based on 2 ratings. See all ICT resources »See all Communications resources ...