

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.



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

Resume Template Today Setup

Guillaume Favre



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Building the Looking-Glass Resume Larry Goldsmith, 2014-01-10 Building the Looking Glass Resume is a resume 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 Resume Template and Tutorial to guide you through the resume building process so you can quickly and confidently create a professional looking resume with powerful contents Building the Looking Glass Resume is for all job seekers from entry level to senior executives or those in career transition The book includes solutions to the most difficult resume 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

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

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

Microcomputing Today Steven L. Mandell, 1997 *Sort Your*

Career Out Shelley Johnson, Glen James, 2023-02-21 The best investment you can make is in yourself and your career *Sort Your Career Out And Make More Money* is your go to guide for building a career that you love Dream jobs don't just come along you need to make them happen And this is the book that will show you how from creating the ultimate career strategy to getting paid what you're really worth Hint It's not just about changing the font on your resume With tips and guidance from two of today's top money and career experts you'll learn how to change jobs secure a promotion ask for a pay rise and much much more Whether you're preparing for a job interview or you're looking to make a radical change *Sort Your Career Out* has the smart advice you need for earning more and winning at work Inside you'll find practical activities that will help boost your bankability and take you further faster Along the way you'll also follow diverse case studies from real employees people who have been there done that and figured out the way forward *Sort Your Career Out And Make More Money* unpacks everything you need to Establish your career mindset define your purpose and unlock your skills and strengths Set concrete goals and create new opportunities for yourself Upskill with essential tips and templates for resumes cover letters interviews networking and more Know when to take risks and how to handle setbacks like burnout and unemployment It's time to discover more career flexibility and achieve your long term goals With this must read handbook you'll be ready to move up move on and feel more fulfilled with what you do every day *Action-getting Resumes for Today's Jobs* Gary Turbak, 1983 After explaining the basic method of building a resume it continues with a chapter on cover letters followed by a large selection of sample resumes **Jumpstart Your Career** Dr. Ferris E. Merhish, 2007-03-12 JUMPSTART YOUR CAREER The Nuts and Bolts for Entering the Workforce for the first time The book is not only designed to provide help for the Neophyte job seeker looking for employment but provides training and information to help you keep your job and get along with others as well as advance once the job seeker gets hired and more The book is to be used as a tool in the same way one would have used my first book 7 001 RESUMES The Job Search Workbook As in my first book JUMPSTART YOUR CAREER starts out with the basic orientation information and then moves to areas such as what is the right job for the applicant As the book moves along the books will explore Developing Interviewing Skills Personality and Job Success What to look for as a First Time Job Seeker and more Traditionally job search books are going to cover how to develop cover letters or letters of application and the various types of resumes and you are going to find this information provided there But the book goes on from there it will provide the job seeker with job sources an index of Associations State Employment Agencies Federal Job Information Centers Head Hunters and more This new book also points out many of the responsibilities that come once an individual enters the world of work Legal Problems at Work Employer Relations Why an Individual should have a Savings Plan What is a Budget Handling a Checking account Planning for Retirement and much much more **Word 2000** Deborah Hinkle, 1999-06 Word 2000 Short Course from Glencoe's Professional Approach Series equips students with the skills needed to successfully use Microsoft Word An extensive array of exercises teaches and challenges

students while illustrations of screens and the accompanying icons help them to follow instructions for hands on practice Students gain real world experience by performing many of the same tasks required in business settings A comprehensive instructional package allows instructors to tailor the program to teaching styles lab needs student objectives and student learning styles Technical Communication Today Richard Johnson-Sheehan,2005 Up to date treatment of actual practices in the field of technical communication with hands on advice for using computers in every stage of the process of creating technical documents and presentations coverage of finding a job in the field of technical communication Technical communication technical writing creating technical documents designing technical documents writing letters memos reports searching for a job in technical communication giving presentations Those interested in improving technical writing skills

EResumes Susan Britton Whitcomb,Pat Kendall,2001 An A to Z guide for job seeking online in the 21st century this book tells how to construct post attach and send the perfect resume to ace the job Expert Resumes for Engineers Wendy S. Enelow,Louise Kursmark,2009 Expert Resumes for Engineers features an impressive collection of more than 180 pages of professionally written resume samples for all of the most prevalent types of engineers including civil mechanical industrial electrical electronics computer and more Plus top professional resume writers Enelow and Kursmark share tips and strategies for writing outstanding engineering resumes and finding the best jobs The History of Redemption, Comprising a Summary of the History of the Jews Up to the Destruction of Jerusalem Jonathan Edwards (the Elder, M.A., President of the College of New Jersey.),1872 **Practical Paradox** Ken Knecht,1986 **Summary of Current Literature** Great Britain. Water Pollution Research Board,1933 **Clinical Nursing Practice in Critical Care** Mr. Rohit Manglik,2024-05-16 A detailed guide to critical care nursing practices focusing on high risk patient care equipment handling and emergency protocols **American Electrician** ,1897 **Manufacturing Automation Protocol Users' Group Summary** MAP Users' Group of SME. Meeting,1985 Using FileMaker Pro Barrie Sosinsky,1992 The complete guide to the most popular Macintosh database software Includes Quick Start tutorials Presents expert techniques for fast operations Includes margin icons to highlight key features

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web process recording form student s name date 3 5 20 client age unknown dsm 5 diagnosis unknown description of interaction i approached the patient and asked if she would further like to explain why she is in the place she is today the client stated that they would be more than happy to talk once we were out on the courtyard i went out during

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web process recording guide for social work practice with individuals specify pertinent information content communicated by the client s during the session describe how the client s and how you responded to this information content describe the feeling content of the session as it occurred both on your part and the part of the

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web mar 14 2007 i purpose of the session to address my concern about pt s health and emotional state refer pt to a mental health center help him cope with the seriousness of his mental health and assist pt will setting up an

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web the number of process recordings logs per week is based on learning needs of the student the type of clients being seen and the needs of the field instructor agency 5 engage in policy practice social workers understand that human rights and social justice as well as social welfare and services are mediated by policy and its social

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web students in the bsw senior year msw foundation and msw advanced year interpersonal practice concentration programs are required to submit 5 process recordings per semester to the assigned practicum instructor and faculty practicum liaison each term

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web as soon as possible after the session complete the columns the field instructor then adds his her comments and suggestions the student and field instructor discuss the please see sample of process recording format below process recording sample content dialogue c client s student client body language non verbals student

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