

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

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 Compare Tutorial

Wenbin Ji



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Nursing Resume Templates and Job Guide by Nurse Sarah Nurse Sarah,2023-11-05 Nursing Resume Templates and Job Guide by Nurse Sarah This updated eBook guide template bundle will walk you step by step through the entire nursing job process You ll learn how to do the following Create a stunning resume and matching cover letter 16 professionally designed templates included with eBook that you will download the instructions on how to download are found in the last chapter Ace your nursing job interview with the most common job interview questions includes sample answers Getting letters of recommendation putting together your nurse portfolio Tips for finding your first nursing job and getting hired fast Tips to transition from nursing student to new nurse talking to doctors common struggles etc Advancing in your career And more see table of contents As an extra bonus you will get in the eBook 3 of Nurse Sarah s cheat sheets common antidotes lab values and medication administration routes abbreviations Nurse Sarah BSN RN is the lead educator for the

RegisteredNurseRN brand Her YouTube channel has over 2 6 million subscribers and hundreds of millions of views from around the world *Video Codec Design* Iain E. Richardson,2002-05-22 Video compression coding is the enabling technology behind a new wave of communication applications From streaming internet video to broadcast digital television and digital cinema the video codec is a key building block for a host of new multimedia applications and services Video Codec Design sets out to de mystify the subject of video coding and present a practical design based approach to this emerging field Featuring Guidance on the practical design and implementation of video coding technology Explanation of the major video coding standards including MPEG 2 MPEG 4 H 263 and H 26L Detailed coverage of key video coding techniques and core algorithms Examination of critical design issues including transmission Quality of Service and processing platforms A wealth of illustrations and practical examples including quantitative comparisons of design alternatives Video Codec Design provides communications engineers system designers researchers and technical managers with an essential handbook to image and video compression technology The clear presentation and emphasis on real life examples make this book an excellent teaching tool for computer science and electronic engineering instructors **Human Interface and the Management of**

Information. Information and Knowledge Design Sakae Yamamoto,2015-07-20 The two volume set LNCS 9172 and 9173 constitutes the refereed proceedings of the Human Interface and the Management of Information thematic track held as part of the 17th International Conference on Human Computer Interaction HCII 2015 held in Los Angeles CA USA in August 2015 jointly with 15 other thematically similar conferences The total of 1462 papers and 246 posters presented at the HCII 2015 conferences were carefully reviewed and selected from 4843 submissions These papers address the latest research and development efforts and highlight the human aspects of design and use of computing systems The papers accepted for presentation thoroughly cover the entire field of human computer interaction addressing major advances in knowledge and effective use of computers in a variety of application areas This volume contains papers addressing the following major topics

information visualization information presentation knowledge management haptic tactile and multimodal interaction service design and management user studies XML & XSL Fast Start 2nd Edition: Your Quick Start Guide for XML & XSL Smart Brain Training Solutions,2015-12-10 Need a precise focused training guide for XML XSL Get this Fast Start guide to quickly learn XML XSL fundamentals Regardless of whether you are an IT manager developer administrator or an advanced user this Fast Start guide will help you learn the essential concepts needed to successfully work with XML XSL Covers all versions of XML XSL What is XML XML or eXtensible Markup Language is a metalanguage That is it s a language that can be used to describe other languages and a specification for storing information Although XML and HTML may seem to have a lot in common in reality the difference between them is like the difference between night and day HTML is used to format information but it isn t very useful when it comes to describing information For example you can use HTML to format a table but you can t use HTML to describe the data elements within the table The reason for this is that you can t really depict something as abstract as a distributor or a customer with HTML which is where XML comes into the picture XML can be and is used to define the structure of data rather than its format This Fast Start guide begins by showing you the basics of the XML language and then builds on that knowledge to show you how to create style and transform documents **Design of Video Quality Metrics with Multi-Way Data Analysis** Christian Keimel,2015-12-29 This book proposes a data driven methodology using multi way data analysis for the design of video quality metrics It also enables video quality metrics to be created using arbitrary features This data driven design approach not only requires no detailed knowledge of the human visual system but also allows a proper consideration of the temporal nature of video using a three way prediction model corresponding to the three way structure of video Using two simple example metrics the author demonstrates not only that this purely data driven approach outperforms state of the art video quality metrics which are often optimized for specific properties of the human visual system but also that multi way data analysis methods outperform the combination of two way data analysis methods and temporal pooling Handbook of Video Databases Borko Furht,Oge Marques,2003-09-30 Technology has spurred the growth of huge image and video libraries many growing into the hundreds of terabytes As a result there is a great demand among organizations for the design of databases that can effectively support the storage search retrieval and transmission of video data Engineers and researchers in the field demand a comprehensive reference that will help them design and implement the most complex video database projects Handbook of Video Databases Design and Applications presents a thorough overview in 45 chapters from more than 100 renowned experts in the field This book provides the tools to help overcome the problems of storage cataloging and retrieval by exploring content standardization and other content classification and analysis methods The challenge of these complex problems make this book a must have for video database practitioners in the fields of image and video processing computer vision multimedia systems data mining and many other diverse disciplines *A Comparison of Principles Training and Specific Training Using Several Types of*

Training Devices Thomas Vris,1955 *The Complete Business Guide for a Successful Medical Practice* Neil Baum,Roger G. Bonds,Thomas Crawford,Karl J. Kreder,Koushik Shaw,Thomas Stringer,Raju Thomas,2015-01-02 This text provides physicians with the basic business skills in order for them to become involved in the financial aspect of their practices The text will help the physician decide what kind of practice they would like to join i e private practice small group practice solo practice hospital employment large group practice academic medicine or institutional government practice as well as understand the basics of contracting restrictive covenants and how to navigate the road to partnership Additional topics covered include monthly balance sheets productivity overhead costs and profits trend analysis and benchmarking Finally the book provides advice on advisors that doctors will need to help with the business of their professional and personal lives These include accountants bankers lawyers insurance agents and other financial advisors The Complete Business Guide for a Successful Medical Practice provides a roadmap for physicians to be not only good clinical doctors but also good businessmen and businesswomen It will help doctors make a difference in the lives of their patients as well as sound financial decisions for their practice *Advances in Automatic Text Summarization* Inderjeet Mani,Mark T. Maybury,1999 ntil now there has been no state of the art collection of themost important writings in automatic text summarization This bookpresents the key developments in the field in an integrated frameworkand suggests future research areas With the rapid growth of the World Wide Web and electronic information services information is becoming available on line at an incredible rate One result is the oft decried information overload No one has time to read everything yet we often have to make critical decisions based on what we are able to assimilate The technology of automatic text summarization is becoming indispensable for dealing with this problem Text summarization is the process of distilling the most important information from a source to produce an abridged version for a particular user or task Until now there has been no state of the art collection of the most important writings in automatic text summarization This book presents the key developments in the field in an integrated framework and suggests future research areas The book is organized into six sections Classical Approaches Corpus Based Approaches Exploiting Discourse Structure Knowledge Rich Approaches Evaluation Methods and New Summarization Problem Areas Contributors D A Adams C Aone R Barzilay E Bloedorn B Boguraev R Brandow C Buckley F Chen M J Chrzanowski H P Edmundson M Elhadad T Firmin R P Futrelle J Gorfinsky U Hahn E Hovy D Jang K Sparck Jones G M Kasper C Kennedy K Kukich J Kupiec B Larsen W G Lehnert C Lin H P Luhn I Mani D Marcu M Maybury K McKeown A Merlino M Mitra K Mitze M Moens A H Morris S H Myaeng M E Okurowski J Pedersen J J Pollock D R Radev G J Rath L F Rau U Reimer A Resnick J Robin G Salton T R Savage A Singhal G Stein T Strzalkowski S Teufel J Wang B Wise A Zamora

NSCA's Guide to Program Design NSCA -National Strength & Conditioning Association,2024-11-13 NSCA s Guide to Program Design Second Edition is the definitive resource for designing scientifically based training programs Developed by the National Strength and Conditioning Association NSCA the second edition provides the latest information and insights

from the leading educators practitioners and researchers in the field Created for strength and conditioning professionals educators and candidates preparing for certification NSCA's Guide to Program Design presents an evidence based framework for athlete assessment strategies and training principles This authoritative text moves beyond the simple template presentation of program design to help readers understand the reasons and procedures for sequencing training in a safe sport specific manner In addition to programming for resistance training the book also addresses how to design training programs for power endurance agility and speed Straightforward and accessible NSCA's Guide to Program Design details the considerations and challenges in developing a program for each key fitness component It shows you how to begin the process of assessing athlete needs as well as how to select performance tests Dynamic warm up and static stretching protocols and exercises are addressed before moving into in depth programming advice based on a performance goal The final two chapters help you put it all together with a discussion of training integration periodization and implementation With sample workouts and training plans for athletes in a variety of sports technique photos and instructions for select drills and a sample annual training plan you will be able to assemble effective and performance enhancing training programs for all your athletes NSCA's Guide to Program Design is part of the Science of Strength and Conditioning series Developed with the expertise of the National Strength and Conditioning Association NSCA this series of texts provides the guidelines for converting scientific research into practical application The series covers topics such as tests and assessments program design and nutrition Earn continuing education credits units A continuing education exam that uses this book is also available It may be purchased separately or as part of a package that includes both the book and exam

Interactive Video Riad Hammoud,2007-01-21

This book is a groundbreaking resource that covers both algorithms and technologies of interactive videos It presents recent research and application work for building and browsing interactive digital videos The book deals mainly with low level semi automatic and full automatic processing of the video content for intelligent human computer interaction There is a special focus on eye tracking methods

Improving On-the-Job Training William J. Rothwell,H. C. Kazanas,2004-03-22 This second edition of the best selling book Improving On The Job Training provides professional trainers HR managers and line managers with a hands on resource for installing a low cost low tech approach to planned on the job training program that will improve real time work performance throughout an entire organization A comprehensive volume Improving On The Job Training Offers guidelines for establishing an OJT program Outlines the key management issues that should be addressed when starting up a program Describes effective methods of training the trainers and learners Shows how to identify the need for planned on the job training Explains how to analyze work worker and workplace OJT Offers vital information for preparing and presenting on the job training Illustrates how to evaluate results of OJT Describes aids to planned on the job training Includes six valuable lessons about planned OJT programs

Experimental Design and Statistical Analysis for Pharmacology and the Biomedical Sciences Paul J. Mitchell,2022-04-18 Experimental Design and Statistical Analysis for

Pharmacology and the Biomedical Sciences A practical guide to the use of basic principles of experimental design and statistical analysis in pharmacology Experimental Design and Statistical Analysis for Pharmacology and the Biomedical Sciences provides clear instructions on applying statistical analysis techniques to pharmacological data Written by an experimental pharmacologist with decades of experience teaching statistics and designing preclinical experiments this reader friendly volume explains the variety of statistical tests that researchers require to analyze data and draw correct conclusions Detailed yet accessible chapters explain how to determine the appropriate statistical tool for a particular type of data run the statistical test and analyze and interpret the results By first introducing basic principles of experimental design and statistical analysis the author then guides readers through descriptive and inferential statistics analysis of variance correlation and regression analysis general linear modelling and more Lastly throughout the textbook are numerous examples from molecular cellular in vitro and in vivo pharmacology which highlight the importance of rigorous statistical analysis in real world pharmacological and biomedical research This textbook also Describes the rigorous statistical approach needed for publication in scientific journals Covers a wide range of statistical concepts and methods such as standard normal distribution data confidence intervals and post hoc and a priori analysis Discusses practical aspects of data collection identification and presentation Features images of the output from common statistical packages including GraphPad Prism Invivo Stat MiniTab and SPSS Experimental Design and Statistical Analysis for Pharmacology and the Biomedical Sciences is an invaluable reference and guide for undergraduate and graduate students post doctoral researchers and lecturers in pharmacology and allied subjects in the life sciences

Designing Training and Instructional Programs for Older Adults Sara J. Czaja, Joseph Sharit, 2016-04-19 Current and emerging trends in the domains of health management and the work sector the abundance of new consumer products pervading the marketplace and the desires of many older adults to undertake new learning experiences means that older adults like their younger counterparts will need to continually engage in new learning and training Thus

On-Chip Training NPU - Algorithm, Architecture and SoC Design Donghyeon Han, Hoi-Jun Yoo, 2023-08-28 Unlike most available sources that focus on deep neural network DNN inference this book provides readers with a single source reference on the needs requirements and challenges involved with on device DNN training semiconductor and SoC design The authors include coverage of the trends and history surrounding the development of on device DNN training as well as on device training semiconductors and SoC design examples to facilitate understanding

Automated Instruction and Performance Monitoring in Flight Simulator Training Victor Faconti, 1970 **Practical Guide to ICP-MS and Other Atomic Spectroscopy Techniques** Robert Thomas, 2023-09-29 Written by one of the very first practitioners of ICP MS Practical Guide to ICP MS and Other Atomic Spectroscopy Techniques A Tutorial for Beginners presents ICP MS in a completely novel and refreshing way By comparing it with other complementary atomic spectroscopy AS techniques it gives the trace element analysis user community a glimpse into why the technique was first developed and

how the application landscape has defined its use today 40 years after it was first commercialized in 1983 What's new in the 4th edition Updated chapters on the fundamental principles and applications of ICP MS New chapters on complementary AS techniques including AA AF ICP OES MIP AES XRF XRD LIBS LALI TOFMS Strategies for reducing errors and contamination with plasma spectrochemical techniques Comparison of collision and reaction cells including triple multi quad systems Novel approaches to sample digestion Alternative sample introduction accessories Comprehensive glossary of terms used in AS New vendor contact information The book is not only suited to novices and beginners but also to more experienced analytical scientists who want to know more about recent ICP MS developments and where the technique might be heading in the future Furthermore it offers much needed guidance on how best to evaluate commercial AS instrumentation and what might be the best technique based on your lab's specific application demands I feel honored to have been asked to deliver the Foreword for this book which is suited not only for beginners but also for more experienced analytical scientists who want to know the advances in plasma spectrochemistry instrumentation and related future opportunities Dr Heidi Goenaga Infante LGC Science Fellow Chief Scientist National Measurement Laboratory Visiting Professor University of Strathclyde UK

Parklawn Computer Center User 's Guide ,1987 Teach Yourself VISUALLY Word 2019 Guy

Hart-Davis,2020-07-28 Master one of the most popular word processors ever with this essential visual reference Teach Yourself VISUALLY Word 2019 provides readers with a thorough and visual exploration of the 2019 edition of Microsoft Word Written by the celebrated author of over 100 books on computing Guy Hart Davis Teach Yourself VISUALLY Word 2019 allows you to quickly get up to speed with one of the most popular word processors on the planet The book covers all the topics you'll need to comprehensively master Word 2019 and includes Full color step by step instructions showing you how to perform all the essential tasks of Microsoft Word 2019 How to set up and format documents edit them and add images and charts How to post documents online for sharing and reviewing and take advantage of all the newest features of Word Newly updated to include the latest features of Microsoft Word like how to collaborate on documents in real time draw and write with the digital pen new accessibility options and the new Resume Assistant Teach Yourself VISUALLY Word 2019 belongs on the shelf of anyone who wants to improve their effectiveness with this essential word processor **SolidWorks 2014**

Reference Guide David Planchard,2014 The SolidWorks 2014 Reference Guide is a comprehensive reference book written to assist the beginner to intermediate user of SolidWorks 2014 SolidWorks is an immense software package and no one book can cover all topics for all users This book provides a centralized reference location to address many of the tools features and techniques of SolidWorks 2014 Chapter 1 provides a basic overview of the concepts and terminology used throughout this book using SolidWorks 2014 software If you are completely new to SolidWorks you should read Chapter 1 in detail and complete Lesson 1 Lesson 2 and Lesson 3 in the SolidWorks Tutorials Videos are provided to introduce the new user to the basics of using SolidWorks 3D CAD software If you are familiar with an earlier release of SolidWorks you still might want to

skim Chapter 1 to become acquainted with some of the commands menus and features that you have not used or you can simply jump to any section in any chapter Each chapter 18 total provides detailed PropertyManager information on key topics with individual standalone short tutorials to reinforce and demonstrate the functionality and ease of the SolidWorks tool or feature All models for the 240 plus tutorials are located on the enclosed book CD with their solution initial and final Learn by doing not just by reading Formulate the skills to create modify and edit sketches and solid features Learn the techniques to reuse features parts and assemblies through symmetry patterns copied components design tables configurations and more The book is designed to compliment the Online Tutorials and Online Help contained in SolidWorks 2014 The goal is to illustrate how multiple design situations and systematic steps combine to produce successful designs The author developed the tutorials by combining his own industry experience with the knowledge of engineers department managers professors vendors and manufacturers He is directly involved with SolidWorks every day and his responsibilities go far beyond the creation of just a 3D model

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