

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

Koeppe Inc

📅 2014 - 2018 📍 San Francisco, CA

Koeppe 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 Flood+mobile services in Spain in 2012.
- Achieved 120% Revenue Attainment in H2 (Jan-Jun 2013)
- Increased a French fashion brand PPC revenue by 50% 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 Facebook Update

Susan Ireland



Resume Template Facebook Update:

Practical Concepts for Capstone Design Engineering Frederick Bloetscher, Daniel Meeroff, 2015-07-01 Practical Concepts for Capstone Design Engineering is the first and only comprehensive senior level college textbook that provides the essential information needed to complete a successful capstone project in civil construction or environmental engineering. The concept for the book is based on replication of the steps commonly used by practicing engineers to complete design projects from site selection investigation and site planning through the preliminary design calculations and drawing preparation. Students will gain valuable insight and preparation for civil and construction engineering professional practice and will learn how to smoothly transition from strictly academic work to solving real world problems in the context of their capstone projects. The authors provide professional quality work examples, case studies, helpful hints, and assignments at the end of each chapter that further enhance comprehension. In addition to providing students with the key skills necessary to successfully enter the profession, they will also be well prepared for the Fundamentals of Engineering Exam upon graduation.

The Infographic Resume: How to Create a Visual Portfolio that Showcases Your Skills and Lands the Job Hannah Morgan, 2014-06-27 The STANDOUT guide to creating a stunning resume. Applying for a job used to require two pieces of paper: a resume and an application. Times have changed. Infographic resumes are in, and they're not just for designers. Free online tools are popping up every day to help anyone create a dynamic visual resume, adding panache without sacrificing substance for style. The Infographic Resume provides essential tips and ideas for how to create visual resumes and portfolios that will make you stand out from the crowd. Richly illustrated in full color and including lots of inspiring examples, the book will teach you how to create a powerful digital presence and develop the right digital content for your goals. Build your self-brand and manage your online reputation. Showcase your best work online. Grab a hiring manager's attention in seconds. Packed with dynamic infographics, visual resumes, and other creative digital portfolios, The Infographic Resume reveals the most effective tools, eye-catching strategies, and best practices to position yourself for any job in any kind of business. In today's free-agent economy, The Infographic Resume is a must for anyone looking to stand out among the competition. Sharlyn Lauby, president of ITM Group Inc. If you're on the market, you need to read this book and follow its guidance immediately. Alexandra Levit, author of Blind Spots.

Resumes For Dummies Laura DeCarlo, Joyce Lain Kennedy, 2015-08-03 Expert guidance on writing a winning resume that will set you head and shoulders above the crowd to land that elusive interview and get the job of your dreams.

Kick Start Your Career Lee Smith, John van Genderen, 2018-03-30 For new graduates, the key challenge remains how to secure that first career-related job. Full of guidance and tips on how to handle the complex field of job hunting, Kick Start Your Career can help navigate an ever-changing job market and secure your chance at your desired career. It is a valuable investment in your future. It advises the reader on how to stand out in job applications, use social media for job searching, create resumes and cover letters that stand out, succeed at interviews. It provides a practical

hands on step by step approach With an integrated Personal Plan that helps create key job search documents it directs soon to be graduates towards achieving their career aspirations Accompanying online resources include examples and templates which can be downloaded in Word format to help you prepare resumes and other job search documents This book will help graduates progressively build up job hunting resources skills achievements resume cover letter and interview responses and turn this into a practical outcome a new job It is a key companion to any student or recent graduate exploring the job market

Canva For Dummies Jesse Stay,2025-01-29 The essential guide to the popular beginner friendly graphic design platform Canva For Dummies is a beautiful full color reference covering everything you need to create dazzling visual materials in Canva Free and Pro versions Discover all tools templates and features at the ready plus utilize expert tips and tricks to improve your design and visual communication skills Start with basic functionalities and graphic design principles and then work your way up to more complex design tasks with ease Canva For Dummies also covers Canva s new AI tool Magic Studio so you ll be up to speed on everything this cool app can do Plus the useful case studies and practical design projects inside are sure to ignite your creativity Create effective social media posts presentations brand style guides and everything in between thanks to the helpful guidance in this book Understand the Canva interface and get a primer on graphic design Explore advanced tools and techniques including Canva s new AI tool Magic Studio Create engaging visuals for business social media and beyond Utilize Canva hacks and trends to make your graphics pop This handy guide is for everyone answering all your questions whether you re new to the platform or a current user Rock your next design project with Canva For Dummies

[Transforming Technologies to Manage Our Information](#) William Jones,2013-10-01 With its theme Our Information Always and Forever Part I of this book covers the basics of personal information management PIM including six essential activities of PIM and six different ways in which information can be personal to us Part I then goes on to explore key issues that arise in the great migration of our information onto the Web and into a myriad of mobile devices Part 2 provides a more focused look at technologies for managing information that promise to profoundly alter our practices of PIM and through these practices the way we lead our lives Part 2 is in five chapters Chapter 5 Technologies of Input and Output Technologies in support of gesture touch voice and even eye movements combine to support a more natural user interface NUI Technologies of output include glasses and watch watches Output will also increasingly be animated with options to zoom Chapter 6 Technologies to Save Our Information We can opt for life logs to record our experiences with increasing fidelity What will we use these logs for And what isn t recorded that should be Chapter 7 Technologies to Search Our Information The potential for personalized search is enormous and mostly yet to be realized Persistent searches situated in our information landscape will allow us to maintain a diversity of projects and areas of interest without a need to continually switch from one to another to handle incoming information Chapter 8 Technologies to Structure Our Information Structure is key if we are to keep find and make effective use of our information But how best to structure And how best to

share structured information between the applications we use with other people and also with ourselves over time What lessons can we draw from the failures and successes in web based efforts to share structure Chapter 9 PIM Transformed and Transforming Stories from the Past Present and Future Part 2 concludes with a comparison between Licklider s world of information in 1957 and our own world of information today And then we consider what the world of information is likely to look like in 2057 Licklider estimated that he spent 85% of his thinking time in activities that were clerical and mechanical and might someday be delegated to the computer What percentage of our own time is spent with the clerical and mechanical What about in 2057 *Déjà New Marketing* John Bradley Jackson,2010-06 Deja Vu Have you ever had the feeling that you have experienced a sales and marketing challenge before but were uncertain about what to do next Have the conventional tools become less effective for you You tried direct mail networking print advertising and cold calling Nothing seems to work anymore Welcome to the new normal New and different marketing techniques are needed for you to remain competitive and to stay in business This new landscape is very complex Facebook LinkedIn and Twitter have replaced the water cooler as the customer hangout E mail marketing letters are often considered SPAM and don t even get opened Bricks and mortar stores are now being trumped by websites that offer e commerce online chat blogs and deep discounts Personal selling has never been harder since customers seem to hide behind voice mail and e mail Getting your website found in a Google search is increasingly difficult as the battle for keywords rages You need to do something better and different you need Deja NEW Marketing John Bradley Jackson is Director of the Center for Entrepreneurship at California State University Fullerton and is an expert in marketing sales and new venture creation Known affectionately as Professor JJ Jackson brings street savvy marketing and sales experience from both Silicon Valley and Wall Street He is the author of *First Best or Different What Every Entrepreneur Needs to Know About Niche Marketing* His resume includes public speaker blogger philanthropist and horseman He lives in Yorba Linda California with his wife and three children **From Stuck to Hired** Dominika Kowalska, CPRW - Certified Professional Resume Writer,2025-09-02 Tired of sending resumes into a black hole Get From Stuck to Hired and Land Your Dream Job Dominika Kowalska is a Certified Professional Resume Writer with over seven years of experience She has analyzed thousands of resumes and has decided to share the patterns she noticed in the most successful ones Inside you ll discover The REAL Purpose of a Resume Hint It s not just a list of your past jobs and most people get that wrong Resume Formatting Made Easy Forget the guesswork Get clear actionable advice on fonts margins spacing and the three proven resume formats chronological functional and combination that recruiters prefer Contact Information That Connects Avoid common mistakes that can disqualify you Learn exactly what contact information to include and how to format it professionally ensuring recruiters can easily reach you Master the Resume Summary or Objective Craft a compelling sales pitch that hooks hiring managers at a first glance Understand the difference between a summary and an objective and when to use each for maximum impact Showcase Your Experience Like a Pro Transform mundane job duties into powerful

quantifiable achievements that prove your value See a perfect structure for your work experience section and learn how to handle employment gaps with confidence Education That Elevates Even if you re a seasoned pro your education matters Discover where and how to list your academic achievements honors and even incomplete degrees to strengthen your application Skills That Get You Hired Balance hard and soft skills effectively Learn how to identify the most relevant skills from job descriptions and strategically weave them throughout your resume to beat Applicant Tracking Systems ATS and impress human readers The Power of Extras Go beyond the basics with additional sections such as certifications volunteer work awards and personal projects Learn to demonstrate unique value and personality Tailor Your Resume for ANY Job This is the game changer Dominika walks you step by step through customizing your resume for each specific role using keywords and highlighting achievements that perfectly match employer needs Save and Send Smarter Discover the best file formats naming conventions and even the optimal time and day to send your resume to ensure it lands at the top of a recruiter s inbox Write a Cover Letter That Converts Don t skip this crucial step Learn how to write a compelling cover letter that showcases your personality communicates enthusiasm and highlights specific accomplishments making you stand out from the crowd Stop wasting time with generic applications From Stuck to Hired gives you the battle tested game plan to craft a resume that opens doors and adds new chapters to your professional story Grab your copy today and take the decisive next step in your career

The Damn Good Resume Guide, Fifth Edition Yana Parker, Beth Brown, 2012-05-22 One of the best selling resume books of all time and a trusted resource for job seekers for nearly three decades this edition of The Damn Good Resume Guide has been completely revised and updated for today s marketplace One of the best selling resume books of all time and a trusted resource for job seekers for nearly three decades this edition of The Damn Good Resume Guide has been completely revised and updated for today s marketplace The Shortest Distance Between You and Your Next Job For hundreds of thousands of job seekers The Damn Good Resume Guide has been the go to resource for writing and refining their resumes to damn near perfection Filled with savvy advice and written in a straightforward user friendly style The Damn Good Resume Guide will help you zero in on that dream job then craft a winning resume that gets your foot in the door This tried and true best seller has been fully revised and updated for today s job market including Contemporary sample resumes all of which landed interviews with job objectives running the career gamut from line cook to sales manager school principal to software engineer Tips on creating a functional chronological or hybrid resume and advice on choosing which format is best for you What to include and what to leave out of your resume so you get the job you really want Smart ways to deal with gaps in your work history and other less than ideal resume scenarios Instructions for writing cover emails and submitting resumes electronically How to set up and excel at an informational interview Advice for formatting polishing and proofing your resume so that it stands out in the right way And much more Follow Parker and Brown s ten easy steps and you ll be well on your way to a smart effective and thoroughly modern resume a resume that makes you look good and produces

results **Resumes For Dummies** Laura DeCarlo,2019-02-14 Polish up that old resume and land your dream job We've all been there it's time to apply for a job or internship and you have to create or revise your resume Many questions pop in your head What do employers want What skills should I highlight How do I format this How do I get noticed But resume writing doesn't have to be a daunting task The latest edition of Resumes For Dummies answers all of these questions and more whether you're a resume rookie looking for new tips or want to create that eye-catching winning resume In this trusted guide Laura DeCarlo decodes the modern culture of resume writing and offers you insider tips on all the best practices that'll make your skills shine and your resume pop Let's start writing Write effective resumes that will stand out in a crowd Understand Applicant Tracking Systems and how to adapt your resume Keep your resume up with the current culture Position a layoff or other career change and challenge with a positive spin Leverage tips and tricks that give your resume visual power In order to put your best foot forward and stand out in a pile of papers it's important to have an excellent and effective resume and now you can

Resumes For Dummies Joyce Lain Kennedy,2011-01-13 Write a winning resume and land that job interview Is your job search stalling out after you submit a resume but before you're offered an interview With a recession that has caused a 10% unemployment rate affecting 15.3 million Americans having a winning resume is vital to securing an interview and it demands a fresh look at how you write your resumes and market yourself Whether you're entering the job market for the first time looking for a new job after a lay off or changing careers Resumes For Dummies shows you the ropes and rules for a new era in recruiting and jobsearching Instructions for writing an inclusive core resume Tips on targeting a known position or tailoring a resume to specific industries Common resume writing mistakes to avoid Updated with the latest information on privacy issues in the electronic age Resumes For Dummies is your go to guide for getting your foot in the door

How to Write a Stellar Executive Resume Brenda Bernstein,2018-01-02 How to Write a Stellar Executive Resume is a step by step guide that empowers readers to create an effective and stand out from the crowd as a top candidate for an executive position Brenda Bernstein a Certified Executive Resume Master and author of the #1 Bestseller How to Write a Killer LinkedIn Profile shares the tips and tricks she's learned from more than two decades of helping job seekers get connected with the right position Readers will discover The importance of knowing the target audience and how to best connect with them Key social media tips for spreading the word about their skills and experiences Why good ol' cover letters are important and how to use them effectively Power verbs to use and words to avoid Samples of successful resumes For many executives conducting a job search it may have been quite a while since they were last looking It's easier than ever to apply for a job and as a result there's a lot of competition for a limited number of openings There's a lot to learn about the recruiting world we live in and the best ways to use the tools at our disposal This book provides practical proven up to date best practices for creating an effective executive resume that gets results *Blue Collar Resumes-Third Edition* Steven Provenzano, CPRW/CEIP,2017-08-10 Blue Collar Resumes Third Edition will help you discover organize and market your

skills and abilities to employers with impact and clarity Using real life examples and the latest strategies used by expert resume writers Steven Provenzano CPRW CEIP clearly explains how to sift through your work history extract and develop key points about your talents and sell them to win interviews You ll learn to evaluate your work experience education and skills and translate them into powerful selling points You will also learn new effective methods to format and organize your achievements design the finished resume and leverage new techniques for making job contacts and acing the interview The 100 resume examples in Blue Collar Resumes Third Edition reflect a broad spectrum of industries careers and job descriptions These include skilled trade and factory workers assemblers and construction workers supervisors executive secretaries sales and customer service representatives data entry clerks and clerical positions There s even resume samples for pilots drivers and equipment operators technical and medical workers as well as entry level business and administrative positions and veterans returning to the workforce No matter what your or type of work this guide will help you shorten your job search and increase your income

How to Write a Resume (Interview Tips and Job Interview Questions) Richard Forbes, Resume Templates, Cover Letters, Sample Resumes, 2015-06-11 How to Write a Resume Interview Tips and Job Interview Questions Learn How to Craft a Professional Resume to Find Your Dream Job Easily Everyone in the business world knows that having a good strong resume can mean the difference between getting a job and not getting a job You will need to have a resume that is crafted professionally and that will reflect you your job abilities and your experience Having a good looking resume is so important when you are searching for a job that it should be your number one priority It is the first thing that a potential employer will see before he or she meets you so you want it to really be compelling and make them want to pick up the phone and call you for an interview How to write a resume is one of the books to read if you want resume writing secrets great tips and tricks to get your resume noticed over other applicants Tags how to write a resume cover letters sample cover letter resume template resume templates professional resume template writing a cover letter how to write cover letter how to write a cover letter resume examples example of a resume examples of resumes how to write a good resume job resume how to create a resume create a resume creating a resume how do you make a resume sample resumes best resume best resume format best resumes resume tips resume writing tips the perfect resume resume help resume writing services customer service resume resume services simple resume make a resume professional resume writers resume writer resume writers how to write resume resume writing write a resume resumes resume objective resume maker functional resume resume formats objective for resume how to build a resume resume outline curriculum vitae how to write a cv cv template cv format cv examples cv templates samples how to make a cv how to write cv writing a cv cv writing service cv resume

The Complete Idiot's Guide to the Perfect Resume, 5th Edition Susan Ireland, 2010-01-05 Resum revamped for the times technology and the recession The recession has made finding a job harder than ever Everything now takes place online and a resum s preparation is different than even a few years ago This new edition has changed with the

times focusing on what's most important in an electronic resume. Full of successful resume samples and cover letters, the book also focuses on the key words and phrases that will bring readers' resumes to the top of the HR pile. More than 100 samples of real-life resumes and cover letters, many of them new. Founded in real-life experience without the rigid resume-writing rules of other guides. Ideal for all job seekers, from new grads to the laid-off worker, new mothers to senior citizens.

Getting a Social Media Job For Dummies Brooks Briz, David Rose, 2015-03-16 Your no-nonsense guide to getting a job in social media. Looking to snag a social media position? This fun and practical guide shows you how to stand out from the competition and land your dream job in social media. Inside you'll find expert and easy-to-follow guidance on where you should look for a job in social media, how to research companies to target the social media sites where you should be active, and much more. Plus you'll get resume and cover letter writing tips, answers to tricky interview questions to woo potential employers, and advice on creating a valuable social media position within your current company. You will also benefit from sample resumes, resume templates, and videos available to download and view online. From SEO specialists to online community managers, social media positions are the latest buzz in the job market. As businesses have come to value the competitive edge that a strong social media presence can offer, these jobs have quickly evolved from short-term peripheral positions to highly sought-after careers. With the help of *Getting a Social Media Job For Dummies*, job candidates in the social media sphere can hone their skillsets and stand head and shoulders above the crowd to not only land an interview but to score a job in this exciting field. Position yourself wisely in a crowded and rapidly growing field. Be active on key social sites. Write a winning resume that gets your foot in the door. Create a social media position in any company. Packed with expert, authoritative information and with a dash of humor thrown in for fun, *Getting a Social Media Job For Dummies* is your go-to handbook for landing a social media position.

CVs, Resumes, and LinkedIn Adrian Wallwork, 2014-06-26 Are you a graduate, postgraduate, or PhD student? Are you simply looking for a new job in the private or public sector in research or industry? If your aim is to produce a professional CV or resume, then this book is for you. Based on interviews with recruiters and HR managers and an analysis of hundreds of CVs from around 40 different countries, the book is structured as a series of FAQs. Topics covered include how recruiters and HR people analyse a CV, whether using a template is a good idea, the difference between a CV and a resume, how to present your personal details, and whether to include a photo. How to write an Executive Summary, what to write in each section: Education, Work Experience, Skills, Personal Interests, how to write dates, how to highlight your language, communication, and team skills, how to get and write references. You will also learn some hints and strategies for writing a cover letter, LinkedIn profile, reference letter, bio. The last chapter of the book contains a simple template to help you get the job of your dreams.

So Good Resume Can't Ignore You Gyan Shankar, 2025-02-04 Want to craft a resume that gets noticed and lands interviews? This expert guide, written by a former Corporate HR Head, faculty member, and seasoned consultant with an MBA from West Virginia, reveals the secrets to making your resume stand out in a competitive job market. With seven power-packed chapters

this book covers How to construct a winning r sum Common mistakes to avoid Formatting a professional ATS friendly PDF r sum Showcasing skills effectively Different r sum types and when to use them Writing compelling cover letters Sample r sum s and cover letters for real world success Whether you re a job seeker career changer or fresh graduate this book equips you with the strategies to create a r sum that hiring managers can t ignore *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 **The Resume Kit** Richard H. Beatty,1995-09-26 Ask your librarian for location

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