

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 - 2015 📍 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
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Resume Template Prices Tutorial

Raffaela Di Napoli



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Table of Contents Resume Template Prices Tutorial

1. Understanding the eBook Resume Template Prices Tutorial
 - The Rise of Digital Reading Resume Template Prices Tutorial
 - Advantages of eBooks Over Traditional Books
2. Identifying Resume Template Prices Tutorial
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Resume Template Prices Tutorial
 - User-Friendly Interface
4. Exploring eBook Recommendations from Resume Template Prices Tutorial
 - Personalized Recommendations
 - Resume Template Prices Tutorial User Reviews and Ratings
 - Resume Template Prices Tutorial and Bestseller Lists
5. Accessing Resume Template Prices Tutorial Free and Paid eBooks
 - Resume Template Prices Tutorial Public Domain eBooks
 - Resume Template Prices Tutorial eBook Subscription Services
 - Resume Template Prices Tutorial Budget-Friendly Options

6. Navigating Resume Template Prices Tutorial eBook Formats
 - ePub, PDF, MOBI, and More
 - Resume Template Prices Tutorial Compatibility with Devices
 - Resume Template Prices Tutorial Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Resume Template Prices Tutorial
 - Highlighting and Note-Taking Resume Template Prices Tutorial
 - Interactive Elements Resume Template Prices Tutorial
8. Staying Engaged with Resume Template Prices Tutorial
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Resume Template Prices Tutorial
9. Balancing eBooks and Physical Books Resume Template Prices Tutorial
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Resume Template Prices Tutorial
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Resume Template Prices Tutorial
 - Setting Reading Goals Resume Template Prices Tutorial
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Resume Template Prices Tutorial
 - Fact-Checking eBook Content of Resume Template Prices Tutorial
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
 - Integration of Multimedia Elements

- Interactive and Gamified eBooks

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