

# 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 - 2018 📍 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 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 This Month Setup

**Susan Conner**



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## **Table of Contents Resume Template This Month Setup**

1. Understanding the eBook Resume Template This Month Setup
  - The Rise of Digital Reading Resume Template This Month Setup
  - Advantages of eBooks Over Traditional Books
2. Identifying Resume Template This Month Setup
  - 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 This Month Setup
  - User-Friendly Interface
4. Exploring eBook Recommendations from Resume Template This Month Setup
  - Personalized Recommendations
  - Resume Template This Month Setup User Reviews and Ratings
  - Resume Template This Month Setup and Bestseller Lists
5. Accessing Resume Template This Month Setup Free and Paid eBooks
  - Resume Template This Month Setup Public Domain eBooks
  - Resume Template This Month Setup eBook Subscription Services

- Resume Template This Month Setup Budget-Friendly Options
- 6. Navigating Resume Template This Month Setup eBook Formats
  - ePub, PDF, MOBI, and More
  - Resume Template This Month Setup Compatibility with Devices
  - Resume Template This Month Setup Enhanced eBook Features
- 7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Resume Template This Month Setup
  - Highlighting and Note-Taking Resume Template This Month Setup
  - Interactive Elements Resume Template This Month Setup
- 8. Staying Engaged with Resume Template This Month Setup
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Resume Template This Month Setup
- 9. Balancing eBooks and Physical Books Resume Template This Month Setup
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Resume Template This Month Setup
- 10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
- 11. Cultivating a Reading Routine Resume Template This Month Setup
  - Setting Reading Goals Resume Template This Month Setup
  - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Resume Template This Month Setup
  - Fact-Checking eBook Content of Resume Template This Month Setup
  - 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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