

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

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 Last 90 Days

Lingsheng Yao



Resume Template Last 90 Days:

The Brand You 50 (Reinventing Work) Tom Peters, 1999-12-15 Michael Goldhaber writing in Wired said If there is nothing very special about your work no matter how hard you apply yourself you won't get noticed and that increasingly means you won't get paid much either In times past you could be obscure yet secure now that's much harder Again the white collar job as now configured is doomed Soon Downsizing in the nineties will look like small change So what's the trick There's only one distinction Or as we call it turning yourself into a brand Brand You A brand is nothing more than a sign of distinction Right Nike Starbucks Martha Stewart The point again that's not the way we've thought about white collar workers ourselves over the past century The bureaucrat on the finance staff is de facto faceless plugging away passing papers But now in our view she is born again transformed from bureaucrat to the new star She works in a professional service firm and works on projects that she'll be able to brag about years from now I call her him the New American Professional CEO of Me Inc even if Me Inc is currently on someone's payroll and of course of Brand You Step 1 in the model was the organization a department turned into PSF 1.0 Step 2 is the individual reborn as Brand You In 50 essential points Tom Peters shows how to be committed to your craft choose the right projects how to improve networking why you need to think fun is cool and why it's important to piss some people off He will enable you to turn yourself into an important and distinctive commodity In short he will show you how to turn yourself into Brand You See also the other 50List titles in the Reinventing Work series by Tom Peters *The Project50* and *The Professional Service Firm50* for additional information on how to make an impact in the professional world

Federal Register, 1996-04 *New Research on Parenting Programs for Low-Income Fathers* Jay Fagan, Jessica Pearson, 2021-04-19 This book presents state of the art findings of research on fatherhood programs funded by the Fatherhood Research and Practice Network FRPN which advance knowledge and practice in the fathering field *New Research on Parenting Programs for Low Income Fathers* includes research on how to engage mothers to support father child contact and to successfully employ social media and online technology for practice It offers findings on how to increase paternal engagement and parenting skills and to include fathers in policies and programs for children and families It discusses the importance of providing staff training and resources to practitioners who work directly with fathers Chapters also provide summaries of key implications for evidence based practice and future directions for research that encourage effective fatherhood practice This book is an excellent resource for therapists social workers fatherhood educators fatherhood practitioners researchers and policy makers on how to inspire positive father engagement with children and healthy coparenting relationships

Brick, 1925 **"Code of Massachusetts regulations, 2016"**, 2016 Archival snapshot of entire looseleaf Code of Massachusetts Regulations held by the Social Law Library of Massachusetts as of January 2020 **"Code of Massachusetts regulations, 2012"**, 2012 Archival snapshot of entire looseleaf Code of Massachusetts Regulations held by the Social Law Library of Massachusetts as of January 2020 **"Code**

of Massachusetts regulations, 2014" ,2014 Archival snapshot of entire looseleaf Code of Massachusetts Regulations held by the Social Law Library of Massachusetts as of January 2020 "[Code of Massachusetts regulations, 2011](#)" ,2011 Archival snapshot of entire looseleaf Code of Massachusetts Regulations held by the Social Law Library of Massachusetts as of January 2020 "**Code of Massachusetts regulations, 2013**" ,2013 Archival snapshot of entire looseleaf Code of Massachusetts Regulations held by the Social Law Library of Massachusetts as of January 2020 "**Code of Massachusetts regulations, 2008**" ,2008 Archival snapshot of entire looseleaf Code of Massachusetts Regulations held by the Social Law Library of Massachusetts as of January 2020 "*Code of Massachusetts regulations, 2015*" ,2015 Archival snapshot of entire looseleaf Code of Massachusetts Regulations held by the Social Law Library of Massachusetts as of January 2020 **American Lumberman** ,1912 *Gower Federal Service* ,1954 **Engineering News-record** ,1926
 Coal and Coal Trade Journal ,1922 *The Annalist* ,1915 *Photographer's Market, 1988* Connie Eidenier,1987-09
Freelance photographers will find contact names addresses pay rates photo needs submission requirements and tips for breaking in for each of 2 500 listings of buyers of freelance photos Illustrated [Report of the International Officers](#)
Brotherhood of Locomotive Firemen and Enginememen,1919 **Photographer's Market** Melissa Milar,William Brohaugh,1994 **The Australasian Insurance & Banking Record** ,1891

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