

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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The Resume.Com Guide to Writing Unbeatable Resumes Warren Simons, Rose Curtis, 2003-08-22 The nation's 1 online resume service offers its exclusive advice on how to craft a winning resume The Resume com Guide to Writing Unbeatable Resumes draws upon the author's considerable expertise as well as the vast Resume com database to arm job seekers with Sample resumes for every profession and job category at every level from entry level to executive A comprehensive database of keywords arranged by industry Electronic job hunting advice and strategies with tips on how to make any resume stand out online A detailed Before After resume trouble shooting worksheet Job seekers will also find an exciting added value with this essential text With the purchase of this book they'll be able to receive a free resume consultation with one of Resume com's career consultants

Google Resume 2017: An Easy Guide to the Best Features Gack Davidson, The name Google has long been associated with technology and a platform that you can trust for anything It has a wealth of information and users can get up to the minute information to them with a simple search The developers of Google have extended the platform and have now created a platform called Google Resume Essentially it is a platform that is used to produce a professional resume by helping the user to do this It is effortless and helps the user to produce a resume in a short amount of time There are many resume templates that are professional and trendy from which the user can choose It is quite easy to choose and modify any one of the templates so it can match your individual taste This book will seek to introduce the reader to this platform and let them become knowledgeable of what can be done when using this service

101 Career Myths Debunked Elizabeth L. Campbell, 2022-08-01 What if everything you know about careers is false Bombarded by toxic misinformation about unemployment and failing career prospects job hunters are often halted by fear 101 Career Myths Debunked is essential reading for college students job hunters and career changers to discover the myths holding them back and reveal the surprising truths and practical steps that will set them on the path to career success Written by a counseling psychologist and career psychology expert 101 Career Myths Debunked is your personal career coach and ultimate planning guide This easy to use workbook will show you how to boost your confidence and build a life you love It walks you through the entire career development process and helps you deal successfully with everything you need to consider You'll learn practical new ways to move forward from your present uncertainty into a promising future

4 Pillars: Creating a Life on YOUR Terms Geoff Smith, 2022-05-21 What does it feel like to create a life on your terms Where your health relationships finances and mindset are all supercharged with positive momentum and intent The 4 Pillars offers a template on how to shape your life towards fulfilment in these areas where you learn to master your health take control of your relationships grow your finances and develop a clear and positive mindset The 4 Pillars is your roadmap to a better life

Top Notch Executive Resumes Katharine Hansen, 2008-07-15 Branded resumes that illuminate the candidate's unique value proposition and ROI are a must in today's quest for the executive suite Top Notch Executive Resumes not only

explains how to integrate branding into career marketing communication but also how to craft resumes that address your fit with the organization's mission and meet an employer's specific business needs Hansen instructs high level professionals in framing past accomplishments so that the employer can visualize the executive's strategic vision and industry insights as well as what he or she can contribute Highlights of the book include A huge collection of resume samples in cutting edge formats organized by profession for easy navigability Examples of a wide variety of complementary documents including leadership profiles and executive bios that top level professionals need to round out their executive portfolios Special additional features including the preferences and peeves of hiring decision makers guidelines for working with recruiters frequently asked questions and case studies detailing complete job search marketing campaigns Let Top Notch Executive Resumes get you into that corner office

The Job Tree: Winning Your Next Job Lee Smith, 2021-02-24 Winning a new job can be a challenge Jobs are changing worldwide Technological change globalization and economic disruptions like recessions all have an impact Workforces are becoming increasingly mobile with frequent job changes This book will help you develop the skills and documents for successful job hunting It provides expert advice resources and support It also helps you develop your resum social media bio and interview skills The book contains step by step guidance and tips on how to handle the complex field of job searching The Job Tree will help you win your next job

Resumes For Dummies Joyce Lain Kennedy, 1998-05-29 Contains tips and suggestions for creating a resume that will be noticed by prospective employers includes information on choosing a format drafting a summary statement using key words and formatting a digital resume

Microsoft Outlook for Windows Vijay Kumar Yadav , The new Outlook for Windows is the next step to bring consistency to the way you use Outlook The new Outlook for Windows offers the most popular features and configurations It also offers a variety of new tools including easy access to Microsoft 365 apps pinning and snoozing email for better inbox management and intelligent features that allow users with a work or school account to use Outlook with Microsoft Loop and Microsoft Teams The new Outlook for Windows app combines intelligent features The new Outlook for Windows is designed to work seamlessly with your mobile Outlook experience for work and personal use The new Outlook for Windows is faster smarter ways to keep your inbox organized and built in AI that helps you write better Beginning in 2024 new Windows 11 devices will be shipped with the new Outlook for Windows as the default mailbox application free for all to use Outlook email and calendar is now included for free with Windows With the new Outlook for Windows you can stay on top of it all for free The new Outlook for Windows app will replace the Windows Mail Calendar and People apps beginning in 2024 Enjoy a best in class experience with intelligent tools to help you stay on top of your day your way New Outlook for Windows you see in this book In this book the Microsoft Outlook for Windows is included Outlook for Microsoft 365 and Outlook 2021 Microsoft Outlook for Windows this is very easy book for Windows You can understand easily This book is for everyone In this book you see Section A New Outlook for Windows Section B Email Section C Customize and Manage Section D Accessibility tools for Outlook

A Practical Guide to

Therapeutic Communication for Health Professionals - E Book Julie Hosley, Elizabeth Molle-Matthews, 2006-01-20 This new textbook is designed to provide students with all the necessary tools to effectively communicate with patients and other health care professionals. With its easy-to-read style, it is loaded with useful tips to help students engage into the practice of communication. It presents condensed amounts of content for learning the basic principles and then integrating elements such as case scenarios, questions, or hints and tips to encourage application of those principles into real-life situations. Easy-to-read style provides practical information, hints, and tips. Test Your Communication IQ boxes provide students with a short self-assessment test at the beginning of each chapter. Spotlight on Future Success boxes provide students with useful practical tips for improving communication. Taking the Chapter to Work boxes integrated within each chapter are actual case examples with useful tips to guide students to practice and apply what they have learned. Beyond the Classroom Activities exercises at the end of each chapter help students use knowledge learned from topics presented in the chapter. Check Your Comprehension exercises at the end of each chapter provide questions and activities to test student knowledge of chapter content. Communication Surfer Exercises focus on helping students utilize Internet resources to improve their knowledge and application of communication skills. Expanding Critical Thinking at the end of each chapter provides students with additional questions or activities designed to apply critical thinking skills. Legal Eagle boxes provide useful tips that focus on honesty as well as ethical and legal communication between patients and health care workers. Unique interactive CD-ROM packaged with the textbook includes a variety of application exercises such as voice mail messages, patient caregiver interviews, chapter key points, and patient charts. Audio segments on the CD-ROM provide communication in action to help students observe verbal communication examples and apply their skills.

FranklinCovey Style Guide Stephen R. Covey, 2012-06-07 FranklinCovey Style Guide For Business and Technical Communication can help any writer produce documents that achieve outstanding results. Created by FranklinCovey, the world-renowned leader in helping organizations enhance individual effectiveness, this edition fully reflects today's online media and global business challenges. The only style guide used in FranklinCovey's own renowned Writing Advantage™ and Technical Writing Advantage™ programs, it covers everything from document design and graphics to sentence style and word choice. This edition's many improvements include extensive new coverage of graphics, writing for online media, and international business. English Through dozens of examples and model documents, writers learn how to overcome writer's block and efficiently create documents from start to finish. FranklinCovey's experts show how to get powerful results from every email, add distinctiveness and power to any online presence, write far more effective proposals, letters, memos, reports, and resumes, and improve all forms of documentation from business procedures to highly technical content. You'll learn how to quickly discover and prioritize the information you need, whether you're planning a presentation, leading a meeting, or managing a project. The authors reveal how to design visuals that communicate messages instantly and intuitively and use charts, color, illustrations, maps, photos, and tables to supercharge any

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Mastering and Using Microsoft Word 2002 H. Albert Napier, Philip J. Judd, Ollie Rivers, 2001 With over 50 years of combined experience as both academics and corporate trainers Al Napier and Phil Judd have developed a proven approach to mastering and using application software Through a realistic case approach numerous business profiles and coverage of MOUS certification objectives students gain the skills necessary to compete in today s ever evolving business world

Easy Works 3 for Windows Sandra E. Eddy, 1994 An attractive four color guide that teaches beginning or intimidated users how to use the basic features of the program The book is broken up into easy to follow tasks which are grouped in color coded sections Information is presented visually with a screen shot provided to clarify each step

Best Résumés for College Students and New Grads Louise Kursmark, 2006 Helps students by describing skills and attributes that are valuable in the workplace answering common questions delivering expert advice that is relevant in today s hiring market and showcasing high quality resumes and cover letters prepared by professional resume writers all written for college students or new graduates It is a comprehensive resource appropriate for diverse college majors both undergraduate and graduate as well as for students seeking internships and co op jobs while still in school

Word 2002 Sarah E. Hutchinson-Clifford, Glen Coulthard, 2001-07 The Advantage Series presents the Feature Method Practice approach to computer software applications to today s technology and business students This series implements an efficient and effective learning model which enhances critical thinking skills and provides students and faculty with complete application coverage The primary market is the Introduction to Computing CIS computer literacy course requiring a lab component that covers software applications Other course areas include Adult and Continuing Education Individual Application courses which are one credit hour designed to provide a brief introduction to a single software application

Office XP Sarah E. Hutchinson-Clifford, Glen Coulthard, 2001-08 The Advantage Series presents the Feature Method Practice approach to computer software applications to today s technology and business students This series implements an efficient and effective learning model which enhances critical thinking skills and provides students and faculty with complete application coverage

Corel WordPerfect 8 Complete Concepts and Techniques Gary B. Shelly, Steven G. Forsythe, 1997 Part of the highly successful Shelly Cashman Series this text offers a screen by screen step by step approach to learning WordPerfect Covers beginning and advanced skills

Step-by-step Resumes Evelyn U. Salvador, 2006 A step by step guide to writing an outstanding resume that offers expert tips and practical suggestions for filling in employment gaps using customizable ClipBullets choosing the right keywords and more Includes a CD with resume templates and worksheets

Select MS Works for Windows Module Carl Scharpf, 1998-03-21

Using WordPerfect 6 for Windows, Special Edition, 1993 A

comprehensive guide to WordPerfect 6 for Windows that addresses all the new enhancements to version 6 Helps the user perform fax and e mail capabilities improve graphics manipulation improve font support check grammar and much more

The Advantage Series: Microsoft Office Word 2003, Brief Edition Glen Coulthard, Sarah Hutchinson-Clifford, Ann Miller, 2003-11-04 The Advantage Series presents the Feature Method Practice approach to computer software applications to today s technology and business students This series implements an efficient and effective learning model which enhances critical thinking skills and provides students and faculty with complete application coverage

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web feb 23 2023 recently i ve been adding vectors using the parallelogram law and the maths is trivial however i can t understand the underlying principals what allows us to move a vector such that the tail meets the head of the other vector why can we move the vector to a new starting position like this furthermore why does the parallelogram law

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web the following steps describe how to use the head to tail method for graphical vector addition let the x axis represent the east west direction using a ruler and protractor draw an arrow to represent the first vector nine blocks to the east as shown in figure 5 3 a

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web nov 12 2023 the addition of vectors is accomplished geometrically but not algebraically vector quantities should behave as independent of each other quantities before the addition from the vector addition we only conclude the resultant of a number of vectors propagated on a body from vector addition we obtain the resultant vector which is

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web explore vectors in 1d or 2d and discover how vectors add together specify vectors in cartesian or polar coordinates and see the magnitude angle and components of each vector experiment with vector equations and compare vector sums and

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web the graphical method of adding vectors and involves drawing vectors on a graph and adding them using the head to tail method the resultant vector is defined such that $r = a + b$ the magnitude and direction of r are then determined with vector addition formula definition properties examples - Sep 17 2023

web oct 19 2023 vector addition in mathematics is the fundamental operation of vector algebra that is used to find the sum of two vectors vectors are mathematical quantities that have magnitude and direction a vector can be represented by a line with an arrow pointing towards its direction and its length represents the magnitude of the vector

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web addition of three or more right angle vectors as our first example consider the following vector addition problem example 1 a student drives his car 60 km north before making a right hand turn and driving 60 km to the east finally the student makes a left hand turn and travels another 20 km to the north

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web vector addition is one of the most common vector operations that a student of physics must master when adding vectors a head to tail method is employed the head of the second vector is placed at the tail of the first vector and the head of the

third vector is placed at the tail of the second vector and so forth until all vectors have been

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web if the vectors are in the component form then the vector sum formula is $a_1 b_1 a_2 b_2 a_3 b_3$ if the two vectors are arranged by attaching the head of one vector to the tail of the other then their sum is the vector that joins the

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web answer according to the parallelogram law of vector addition if two vectors \vec{a} and \vec{b} represent two sides of a parallelogram in magnitude and direction then their sum $\vec{a} + \vec{b}$ the diagonal of the parallelogram through their common point in magnitude and direction

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web nov 10 2023 vector addition is the operation of adding two or more vectors together into a vector sum the so called parallelogram law gives the rule for vector addition of two or more vectors for two vectors a and b the vector sum $a + b$ is obtained by placing them head to tail and drawing the vector from the free tail to the free head

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web nov 7 2023 the addition of physical quantities through mathematical operations is called vector addition vector addition involves only the vector quantities and not the scalar quantities vector quantities are added to determine the resultant direction and magnitude of

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web vector addition can be defined as the procedure of adding two or more vectors vector addition formula for given points $a_1 b_1 a_2 b_2$ according to the parallelogram law if two vectors can be represented as two adjacent sides from a common vertex and then completed as if they are forming a parallelogram then the sum can be

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web nov 9 2023 vector addition is commutative by this principle the order of vectors to be added does not impact the result of the addition let two vectors p and q be added together then $p + q = q + p$ vector addition is distributive it suggests the sum of two vectors equals the sum of the scalar times of the two vectors singularly

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web oct 16 2023 vector addition is a mathematical operation that combines two or more vectors to produce a new vector

called resultant vector while we can simply add any two scalar quantities but while adding the two vectors we need to be careful about their direction which are given by their unit vectors

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mar 25 2022 praat god met ons jazeker en op allerlei manieren het is namelijk niet de vraag of hij zij het met ons communiceert maar wie er luistert deze eerste boe

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in een ongewoon gesprek met god beschrijft neale donald walsch hoe dit hem daadwerkelijk overkwam zijn gesprekken met god gaan over de mens over goed en kwaad over werk liefde en de zin van het leven de belangrijkste boodschap van god wees de schepper van je eigen leven het eerste boek uit de serie de gesprekken met god in een luxe editie

een ongewoon gesprek met god deel 1 neale donald walsch - Dec 11 2022

een ongewoon gesprek met god deel 1 neale donald walsch

een ongewoon gesprek met god by neale donald walsch - Jun 17 2023

een ongewoon gesprek met god werd meteen bij verschijnen een bestseller en is dat nog het veroverde de wereld en verschijnt nu in vijftien andere landen het is een verrassend oneerbiedig maar absoluut meeslepend boek het bevat de wijsheid van alle tijden voor iedereen die wil luisteren een ongewoon gesprek met god kan ook uw leven veranderen

ongewoon gesprek met god neale donald walsch - Sep 20 2023

een ongewoon gesprek met god werd meteen bij verschijnen een bestseller en is dat nog het veroverde de wereld en verschijnt nu in vijftien andere landen het is een verrassend oneerbiedig maar absoluut meeslepend boek het bevat de wijsheid van alle tijden voor iedereen die wil luisteren een ongewoon gesprek met god kan ook uw leven veranderen

een ongewoon gesprek met god neale donald walsch bol com - Aug 19 2023

na een flink aantal tegenslagen schreef neale donald walsch in 1992 ontevreden en boos een brief aan god tot zijn verbijstering kreeg hij antwoord in dit bijzondere boek beschrijft hij zijn gesprekken met god ze gaan over de mens over goed en

een ongewoon gesprek met god luisterrijk vertelt alles - Sep 08 2022

na een flink aantal tegenslagen schreef neale donald walsch in 1992 ontevreden en boos een brief aan god tot zijn verbijstering kreeg hij antwoord in dit bijzondere boek beschrijft hij zijn gesprekken met god ze gaan over de mens over goed en

gesprekken met god de strip neale donald walsch bol com - Feb 13 2023

verzamelboek van de bestsellers een ongewoon gesprek met god een nieuw gesprek met god en derde gesprek met de gesprekken met god neale donald walsch 9789021555324 boeken bol com

een ongewoon gesprek met god neale donald walsch - Apr 15 2023

na een flink aantal tegenslagen schreef neale donald walsch in 1992 ontevreden en boos een brief aan god tot zijn verbijstering kreeg hij antwoord in dit bijzondere boek beschrijft hij zijn gesprekken met god ze gaan over de mens over goed en

neale donald walsch een ongewoon gesprek met god storytel - Jul 18 2023

sep 3 2021 één van de allergrootste bestsellers in de geschiedenis na een flink aantal tegenslagen schreef neale donald walsch in 1992 ontevreden en boos een brief aan god tot zijn verbijstering kreeg hij

neale donald walsch een ongewoon gesprek met god de - Aug 07 2022

één van de allergrootste bestsellers in de geschiedenis na een flink aantal tegenslagen schreef neale donald walsch in 1992 ontevreden en boos een brief aan god tot zijn verbijstering kreeg hij antwoord in dit bijzondere boek beschrijft hij zijn gesprekken met god

een gesprekje met god n d walsch 9789062719464 boeken - Jul 06 2022

dec 19 2002 een gesprekje met god is een eenvoudig krachtig verhaal dat kinderen een zuivere waarheid onder ogen brengt er bestaat geen absoluut goed of kwaad achter alles in de wereld wat wij goed noemen en alles wat wij kwaad noemen schuilt liefde

gesprekken met god neal donald walsch wijsheden - Feb 01 2022

in een ongewoon gesprek met god lezen we hoe ndw voor het eerst contact krijgt met god met kleine nuanceringen weet god je manier van denken op een mooie heldere manier bij te sturen op het einde na drie boeken dacht ik ja zo moet het zijn alles staat in perspectief

een ongewoon gesprek met god het boek dat je leven zal - Oct 09 2022

in dit bijzondere boek beschrijft hij zijn gesprekken met god ze gaan over de mens over goed en kwaad over werk liefde en de zin van het leven gods bemoedigende boodschap de mens moet vooral de schepper van zijn eigen leven zijn

een ongewoon gesprek met god neale donald walsch bookbeat - Jun 05 2022

29 11 2019 uitgever luisterboek vbk media isbn luisterboek 9789021574646 wat anderen vinden recensies over een ongewoon gesprek met god luisterboek geweldig boek zo fijn om het in audio vorm te beluisteren waardoor je echt de interactie hoort tussen de 2 adeola wauw dit boek is geweldig

libris een ongewoon gesprek met god neale donald walsch - Jan 12 2023

eén van de allergrootste bestsellers in de geschiedenis na een flink aantal tegenslagen schreef neale donald walsch in 1992 ontevreden en boos een brief aan god tot zijn verbijstering kreeg hij antw

ongewoon gesprek met god werkboek bol com - May 16 2023

neale donald walsch schreef met een ongewoon gesprek met god een spirituele bestseller die ook in ons land veel weerklank vindt tienduizenden exemplaren van dit unieke boek werden verkocht en velen verdiepen zich in de goddelijke boodschap die recensie een ongewoon gesprek met god neale donald walsh - Mar 14 2023

sep 19 2021 geen baan vond hij leuk geen vrouw hield het bij hem uit hij was diep ongelukkig een ongewoon gesprek met god op een dag schrijft hij een boze brief aan god en tot zijn verbazing krijgt hij antwoord er volgt een enorm interessante correspondentie voor het eerst in zijn leven krijgt neale antwoorden op zijn vragen