DENVER DAHL

Account Manager

📞 +1 555 555 5555
📧 denver.dahl@example.com
🔗 linkedin.com/denver-dahl
📍 San Francisco, CA

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 - 2016 📍 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

Droulin S.A.R.L.

📅 2012 - 2014 📍 San Francisco, CA

- Pioneered sales of Fixed+mobile services in Spain in 2012.
- Achieved 125% Revenue Attainment in H2 (Jan-Jun 2015).
- Increased a French fashion brand PPC revenue by 90% 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 OSX | Asana | Salesforce | Agile | CRM Systems | Hubspot

LinkedIn Sales Navigator | Dun & Bradstreet

LANGUAGES

English — Native
German — Proficient
Greek — Advanced

Resume Template How To

Gary B. Shelly,Steven G. Forsythe

Resume Template How To:

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 entrylevel 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 TM and Technical Writing Advantage TM 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

presentation Packed with up to the minute examples this A Z guidebook can help you write more effectively no matter who you are whether you re a business or sales professional who must motivate and persuade a technical professional who must explain challenging content more clearly and accurately or a student who needs stronger writing skills to succeed in school and in your career   *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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apr 21 2021 1 when an organizational change needs to be communicated your first thought is likely to be we ll email an announcement after all you d like to quickly convey the news

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2 write and distribute a memo outlining the organization change addressed to managers and all employees who are directly affected by the change from an internal and external perspective this

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leadership after x years of dedicated service current leader s name will be stepping down from their role as current leader s position effective date

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aug 9 2018   describe the organizational pain and how the new solution alleviates it instead of just announcing a disruptive change give the background of what s not working today and why the new plan is

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they are readymade to fit into any presentation structure see our reviews find predesigned organizational change announcement template ppt powerpoint presentation model graphics cpb powerpoint templates slides graphics and image designs provided by slideteam

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dec 17 2018   be specific in the subject line of the announcement for example welcome to john smith rather than new employee welcome or memorial day holiday schedule rather than holiday observance in the body of the announcement begin with a short explanation of why you are making the announcement and then share the specifics

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jun 24 2022   indeed editorial team updated june 24 2022 when a company wants to communicate a message to every employee in their organization it often sends an organizational announcement an organizational announcement requires some preparation if a company wants to convey a message that is clear and accurate

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sep 26 2017   make a list of everything that must be communicated to employees about the organizational change anticipate questions employees may have about the changes and be ready to answer them include the points you will address in the initial announcement as well as how you will continue to communicate with employees about changes as they begin to happen

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april 22 2022 key points anchor your change communications plan around the five topics staff must understand about any organizational change the need for change change solution change capacity change commitment and change impact

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if you would like to inform your employees about a change in the organizational structure here is a sample organizational restructuring announcement letter anyone who has been through a company reorganization knows that it can be a trying time

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jun 26 2020 communicating change given that organizational change is often difficult to implement it s important to consider the management skills required to cultivate success effective communication in particular plays a vital role in

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web mar 1 2010 1 it s relatively easy with jquery if you mark the c function as a webmethod or make it part of a asp net webservice both these techniques make it easy to have the response automatically converted into a json object by asp net which makes processing on the client easier imho

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web first check if the input field is empty str length 0 if it is clear the content of the txthint placeholder and exit the function however if the input field is not empty do the following create an xmlhttprequest object create the function to be executed when the server response is ready

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