

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 How To

Louise Kursmark



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 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

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

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

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 **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

Resumes For Dummies Joyce Lain Kennedy, 2000-05-15 Dummies keep getting smarter That's why we've updated *Resumes For Dummies* 3rd Edition to keep you one step ahead for the 21st century Starting with all the tips and tricks you'll need to showcase your skills and abilities on paper this edition also takes you into the world of the cyber resume Recent grads and veteran workers alike can benefit from the strategies worksheets and sage advice from author and nationally recognized careers expert Joyce Lain Kennedy Whether you're sending online or off you'll find out how to create resumes that dazzle with a strong first impression and leave a lasting impact with potential employers From choosing the right resume style to putting the right spin on employment gaps lack of experience or frequent job hopping *Resumes For Dummies* 3rd Edition brings you up to speed with everything you need for finding the right job in today's market

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 Franklin Covey 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

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

Resumes that Mean Business David R. Eyer, 1990 Guide to writing resumes Includes 75 annotated resumes with the features employers like best and word processing tips

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

Powerpoint 2000 Expert Level Annotated Instructor's Edition (Ps) 2000 Sharon Anne Fisher-Larson, Ron Larson, 1999-11

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

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

Whispering the Secrets of Language: An Mental Journey through **Resume Template How To**

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web twenty thousand leagues under the sea novel by jules verne first published in french as vingt mille lieues sous les mers in 1869 70 it is perhaps the most popular book of his science fiction series voyages extraordinaires 1863 1910 professor pierre aronnax the narrator of the story boards an american frigate commissioned to

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web jules verne 1828 1905 the french writer best known for his voyages extraordinaires series has had a wide influence in both scientific and literary fields scientific influence

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web buy a mischievous boy from france with a big imagination a talented man who wrote about prehistoric beasts hot air balloon races and undersea creatures a famous author often called the father of science fiction meet the father of science fiction jule verne

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web phileas fogg fictional character a wealthy eccentric englishman who wagers that he can travel around the world in 80 days in jules verne s novel around the world in eighty days 1873 this article was most recently revised and updated by kathleen kuiper

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web the french novelist jules verne was the first authentic writer of modern science fiction the best of his works such as twenty thousand leagues under the sea and journey to the center of the earth are characterized by his intelligent foresight into the technical achievements that are within man s grasp early life

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web who was jules verne jules gabriel verne was a french writer poet and playwright known for his sci fi adventure stories he is recognized as one of the most important french writers in europe and he is considered the father of science fiction stories

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web meet the father of science fiction jule verne born in france in 1829 jules verne always dreamed of adventure at age 11 he snuck onboard a ship headed for the indies only to be discovered by his father and have his dreams dashed after his father made him swear to only travel in his imagination verne kept his promise for the rest of his life he began

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web apr 18 2022 jules gabriel verne was a french author known for his adventure stories he is sometimes credited with creating the science fiction literary genre though others give that credit to english

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web jul 17 2018 jules verne widely regarded as one of the fathers of science fiction wrote some of literature s most famous adventure novels including seminal works like journey to the center of the earth

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web journey to the center of the earth french voyage au centre de la terre also translated with the variant titles a journey to the centre of the earth and a journey into the interior of the earth is a classic science fiction novel by jules verne it was first published in french in 1864 then reissued in 1867 in a revised and expanded edition

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web jules verne jules gabriel verne vɜːrn 1 2 french ʒyl gabʁijel vɛʁn 8 february 1828 24 march 1905 3 was a french novelist poet and playwright his collaboration with the publisher pierre jules hetzel led to the creation of the voyages extraordinaires 3 a series of bestselling adventure novels including journey

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web jules verne is one of the most translated authors in the world after agatha christie jules verne is commonly considered to be the second most translated author in the world since the 1950s his novels have become incredibly popular with wide audiences in countries all over the world scholars believe that he has had his novels translated

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web around the world in eighty days wikipedia around the world in eighty days around the world in eighty days french le tour du monde en quatre vingts jours is an adventure novel by the french writer jules verne first published in french in 1872

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web jules gabriel verne fransızca telaffuz ʒyl vɛʁn 8 Şubat 1828 24 mart 1905 fransız yazar ve gezgin verne hugo gersback ve h g wells ile genellikle bilim kurgunun öncüleri olarak adlandırılır

twenty thousand leagues under the seas wikipedia - Jun 01 2022

web twenty thousand leagues under the seas french vingt mille lieues sous les mers is a classic science fiction adventure novel by french writer jules verne the novel was originally serialized from march 1869 through june 1870 in pierre jules hetzel s fortnightly periodical the magasin d éducation et de récréation

jules verne encyclopedia com - Feb 09 2023

web may 17 2018 french author jules verne 1828 1905 is generally considered the father of science fiction his immense catalogue of work containing over forty science fiction and adventure novels has been translated from french into dozens of languages and has been read by people around the world

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web honorable mention 2019 2020 research society for american periodicals book prize the term graphic novel was first coined in 1964 but it wouldn t be broadly used until the 1980s when graphic novels such as watchmen and maus achieved commercial success and critical acclaim what happened in the intervening years after the graphic novel

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