

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

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 Prices Setup

Russell Borland



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The Bottom-of-Funnel SEO + LLM Cost Hacker's Guide İsmail Günaydın,2025-07-26 Turn every click into revenue and slash AI content costs like a pro The Bottom of Funnel SEO LLM Cost Hacker s Guide is your tactical manual for mastering AI powered SEO and dominating conversion focused content Designed for marketers growth hackers and founders this book shows you how to capture ready to buy search traffic and scale content ops using the smartest Large Language Model LLM hacks In a digital world where everyone s focused on top of funnel fluff this guide goes deep right where money changes hands What you ll unlock Advanced bottom funnel SEO strategies that convert traffic into transactions How to structure and scale programmatic SEO with AI precision Real world playbooks for slashing LLM content costs while improving quality Prompt engineering secrets for ecommerce SaaS B2B and affiliate content AI powered workflows for briefs outlines CTAs and persuasive copywriting Conversion first optimization schema and internal linking architecture Built for the next wave of content led growth this book is part SEO crash course part AI cost optimizer and 100% no fluff Maximize output Minimize spend Monetize smarter Whether you re a content strategist a solo founder or an SEO consultant this is the competitive edge you ve been looking for

Chart Patterns Thomas N. Bulkowski,2016-06-01 Take chart patterns beyond buy triggers to increase profits and make better trades Chart Patterns After the Buy goes beyond simple chart pattern identification to show what comes next Author and stock trader Thomas Bulkowski is one of the industry s most respected authorities in technical analysis for this book he examined over 43 000 chart patterns to discover what happens after you buy the stock His findings are detailed here to help you select better buy signals avoid disaster and make more money Bulkowski analyzed thousands of trades to identify common paths a stock takes after the breakout from a chart pattern By combining those paths he discovered the typical routes a stock takes which he calls configurations Match your chart to one of those configurations and you will know before you buy how your trade will likely perform Now you can avoid potentially disastrous trades to focus on the big winners Each chapter illustrates the behavior of a specific pattern Identification guidelines help even beginners recognize common patterns and expert analysis sheds light on the period of the stock s behavior that actually affects your investment You ll discover ideal buy and sell setups how to set price targets and more with almost 370 charts and illustrations to guide you each step of the way Coverage includes the most common and popular patterns but also the lesser known ones like bad earnings surprises price mirrors price mountains and straight line runs Whether you re new to chart patterns or an experienced professional this book provides the insight you need to select better trades Identify chart patterns Select better buy signals Predict future behavior Learn the best stop locations Knowing the pattern is one thing but knowing how often a stop will trigger and how often you can expect a stock to reach its target price is another matter entirely and it impacts your trade performance immensely Chart Patterns After the Buy is the essential reference guide to using chart patterns effectively throughout the entire life of the trade

The Influencer Economy: How to Build a Personal Brand

and Make Money Online Julian Ford,2025-10-12 Turn your passion and expertise into a thriving online business while building a personal brand that stands out The Influencer Economy is your ultimate guide to mastering social media growing your audience and monetizing your influence Whether you re an aspiring content creator entrepreneur or professional looking to establish your online presence this book provides the tools and strategies to create a profitable personal brand in today s digital economy Why this book will work for you Step by step guidance Learn exactly how to grow a loyal following and create content that resonates Monetization strategies that work Discover proven methods to make money online including brand partnerships affiliate marketing sponsored content and digital products Platform specific insights Actionable tips for Instagram TikTok YouTube and other social media platforms Beginner friendly approach No prior experience required the book breaks everything down into simple actionable steps What s inside How to define your niche and position your personal brand for success Content creation and engagement strategies to grow followers organically Methods to monetize your audience and maximize your revenue streams Case studies and real life examples from successful influencers Tools apps and tips to manage your brand efficiently and professionally Benefits you ll notice Build a personal brand that attracts opportunities and income Grow an engaged audience that trusts and values your content Turn your influence into multiple streams of revenue online Work from anywhere and enjoy the freedom of the creator economy Who this book is for Aspiring influencers content creators and social media entrepreneurs Professionals looking to establish authority in their niche Anyone interested in monetizing their expertise and personal brand Why buy this book now Stop struggling to grow your audience or guessing how to make money online The Influencer Economy provides actionable steps proven strategies and insider insights to help you build a profitable personal brand Start growing your influence and turning it into real income today Click Buy Now to launch your personal brand and thrive in the digital economy

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PCs for Teachers Pamela R. Toliver,Carol Kellogg,1996 Chock full of humor and easy to understand explanations this new guide for teachers and trainers presents a complete overview of the PC starting with an introduction to PC basics It then moves on to offer great ideas for using PC s in a class setting and more The disk includes templates such as attendance and progress charts for easier classroom preparation

Running Microsoft Word 97 Russell Borland,1997 It s packed with everything from quick clear instructions for new users to comprehensive answers for

power users And it s complete in one volume In short RUNNING MICROSOFT WORD 97 is the authoritative handbook you ll keep by your computer and use every day Comprehensive Find out almost everything about working with Microsoft Word 97 from getting started to using macros and more Learn to easily publish documents on the Web using your existing Microsoft Word files and new Web Page wizards Discover how to collaborate with others almost anywhere using Microsoft Word workgroups and the Internet Gain insight into using Microsoft Word 97 as a component within Microsoft Office 97 Easy Access to Information Chapters at a Glance for quick reference Comprehensive table of contents Extensive cross referenced index Quick Reference tear out card Everything Is Clear Step by step instructions Real world examples Tips and advice from the experts CD Loaded with Must Have Extras Find information fast with a searchable version of the book on disc Includes Microsoft Internet Explorer and add ons such as NetMeeting and internet Connection Wizard Get to work quickly with ready made sample files

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The Federal Resume Guidebook Kathryn K. Troutman,1999 Applying for a federal job or promotion no longer requires a lengthy lifeless form Instead applicants can emphasize their strengths skills and smarts in resumes that will hook hiring staff and make personal qualifications shine

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Computing Japan, 1998 **PC World**, 1993 *College Grad Job Hunter* Brian D. Krueger, 1995 College students want the facts They don't want to know how job hunting used to be done or how to get a job if you've been downsized They want to know how to downplay a lack of work experience or the summer they spent flipping burgers how to get references from professors how to succeed at job fairs and how to negotiate a decent salary This book is packed with over 200 different techniques and tactics any one of which will make a significant impact on a job search There are many new and fresh ideas that can be put into immediate action No theory No philosophy Just down to earth information a college grad can use immediately in their job search InfoWorld, 1994-04-25 InfoWorld is targeted to Senior IT professionals Content is segmented into Channels and Topic Centers InfoWorld also celebrates people companies and projects *InfoWorld*, 1995-11-06 InfoWorld is targeted to Senior IT professionals Content is segmented into Channels and Topic Centers InfoWorld also celebrates people companies and projects Microsoft Word for Windows Mary V. Campbell, 1994 This thorough volume describes every Microsoft Word for Windows feature menu item command and function Bestselling author and software trainer Mary Campbell covers everything from installation to style sheets and using the desktop publishing

features The book s alphabetical format allows readers to quickly locate the information they need *Chemical Week* ,1951
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