

# 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 Review Setup

**Jin-Ying Zhang**



## **Resume Template Review Setup:**

Ignite the flame of optimism with Get Inspired by is motivational masterpiece, Find Positivity in **Resume Template Review Setup** . In a downloadable PDF format ( PDF Size: \*), this ebook is a beacon of encouragement. Download now and let the words propel you towards a brighter, more motivated tomorrow.

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immigration is further characterized by the immigrants' tendency to cluster in a few key U.S. regions. This was true as well of earlier immigration ... Losing Control?: Sovereignty in an Age of Globalization Sassen argues that a profound transformation is taking place, a partial denationalizing of national territory seen in such agreements as NAFTA and the European ... 2 The de facto Transnationalizing of Immigration Policy Discussions cover the operation of states under a new rule of law, the two cornerstones of immigration policy in developed countries — the border and individual ... Saskia Sassen by S Sassen · Cited by 159 — Next I briefly examine the question of immigrant remittances as one lens into the broader subject of the formation of alternative political economies and how ... Working as a Field Engineer at Schlumberger: 137 Reviews The job itself is very stressful and includes very long hours a lot of the time. There's no work life balance. Pros. Field Engineer | Schlumberger The WEC Field Engineer - DD identifies opportunities to improve service delivery, implements standard work, and manage, risk during service delivery. Roles and ... Early Careers - Operations Field Engineer. Be involved in every phase of our business ; Field Specialist. Turn technical expertise into transformative impact ; Field Technical Analyst. SLB Cement Field Engineer Salaries The average salary for a Field Engineer - Cementing is \$81,856 per year in United States, which is 29% lower than the average SLB salary of \$115,567 per year ... Cementing Field Specialist | Schlumberger The purpose of the position is to execute the different cementing processes of both primary and remediation oil wells. A successful person in this position must ... SLB Cement Field Engineer Salaries in Midland The average salary for a Cement Field Engineer is \$69,532 per year in Midland, TX, which is 27% lower than the average SLB salary of \$96,015 per year for this ... How is it to be a Field Engineer in Schlumberger? Dec 5, 2012 — A Field Engineer in Schlumberger is like an adjustable wrench. He/she can be used to tighten any bolt as and when needed... Instead of getting ... My Schlumberger Career- Field Engineer - YouTube Schlumberger - Cementing : r/oilandgasworkers Greetings,. I've just recieved a job offer letter from Schlumberger in Cementing as Field Engineer Trainee. I'm aware of Schlumberger general ... GIS Tutorial 2: Spatial Analysis Workbook ... GIS Tutorial 2: Spatial Analysis Workbook provides hands-on exercises for intermediate-level GIS users to build problem-solving and analysis skills. GIS Tutorial 2: Spatial Analysis Workbook, 10.1 Edition ... Jan 17, 2013 — This intermediate workbook helps ArcGIS users build problem-solving and spatial analysis skills. Solved: GIS Tutorial 2: Spatial Analysis Workbook 10.3x Tu... Aug 21, 2021 — I purchased the ebook titled GIS Tutorial 2: Spatial Analysis Workbook 10.3x , which directed me to the esri.com book resources section. GIS Tutorial 2: Spatial Analysis Workbook The GIS Tutorial 2: Spatial Analysis Workbook is a well written step-by-step guide with easy to understand directions and tutorials. Book 2 from the Esri ... GIS Tutorial 2 | Guide books - ACM Digital Library by DW Allen · 2010 · Cited by 122 — Updated for ArcGIS Desktop 10, GIS Tutorial 2: Spatial Analysis Workbook offers hands-on exercises to help GIS users at the intermediate level continue to ... GIS Tutorial 2: Spatial Analysis Workbook - David W. Allen GIS Tutorial 2: Spatial Analysis Workbook provides hands-on exercises for intermediate-level GIS users to build problem-solving and analysis skills. GIS Tutorial 2: Spatial

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