

# DENVER DAHL

## Account Manager

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## EXPERIENCE

Key Account Manager

Lauzon

2016 - Ongoing   San Francisco, CA L

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

Keep Inc

2014 - 2016   San Francisco, CA K

Keep 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.

## EDUCATION

Master of Marketing Management [MMM]

La Trobe University

2007 - 2008   San Francisco, CA

## 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