

Account Exec Cover Letter

382 Otis Crest North Alysia, MT 12542

Dear Tatum Murphy,

I am excited to be applying for the position of account exec. Please accept this letter and the attached resume as my interest in this position.

Previously, I was responsible for appropriate personnel with progress reports covering each account plan and monitors each plan for effectiveness.

I reviewed the requirements of the job opening and I believe my candidacy is an excellent fit for this position. Some of the key requirements that I have extensive experience with include:

- Support the delivery organization to drive customer success
- Builds business cases (including ROI & TCO analysis) on IT transformation to present to C-Level System Integrators and Service Providers/MSPs
- Establish relationships with the CPSD investor account teams, partners and customers in support of sales team objectives and engage and leverage corporate resources, abilities, budgets and personnel as appropriate
- Consultative approach and a proven track record
- High level business case development
- Preferred -Strong sales level knowledge of complex services (Hosted Voice, Cloud Services)
- Identifies and qualifies opportunities to leverage the strategic relationship
- Serves as a leader on Go to Market suite information, creative product-based business solutions, and future product direction and strategy

Thank you for your time and consideration.

Sincerely,

Morgan Bruen