

Account Partner Cover Letter

7609 Oren UnderpassHyattbury, NC 96939

Dear Baylor Kling,

In response to your job posting for account partner, I am including this letter and my resume for your review.

In the previous role, I was responsible for leadership and direction in establishing performance management practices/processes for individual business units in line with business strategy.

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:

- Externally recognized as an Industry and account expert and considered a thought leader in Retail, Travel, and Logistics business space
- Knowledge of working with and leveraging Tech Alliance relationships would be an added advantage
- Uncover large customer opportunities and be ahead of tendering curves by working with strategic partners on influencing budgets and driving customer needs
- Lead strategic conversations with partner CxO levels to identify areas of significant potential to the partnership(s)
- Actively work to maximize partner total sales potential through best practices, training and support
- Craft systems and procedures to streamline partner management
- Very comfortable and at ease in engaging with the "C" suite with a track record of closing six and seven figure deals
- A successful history of engagement with the greater Sales, Presales, Marketing, PS/CS Family to achieve common targets

Thank you for taking your time to review my application.

Sincerely,

