

Account Service Manager Cover Letter

74767 Botsford PassageSharmainetown, MT 26418

Dear Avery Harris,

I would like to submit my application for the account service manager opening. Please accept this letter and the attached resume.

Previously, I was responsible for first and second level support of Team IT technologies including, but not limited to, hardware, software, and cloud and internet services, and provides resolution to problems associated with those technologies.

Please consider my qualifications and experience:

- Sales experience in the field of Datacenter Infrastructure and/or Cloud Solutions
- Understanding of the Service Provider and IT industry market
- Understanding of the HPE's organization, structure and operations, including key business rules, partner segmentation, key programs and initiatives
- Understanding of pipeline management basics
- Build a healthy pipeline by engaging with internal teams (SCS, AMP, PSE, PTS, Disti, TPAM, Partner Recruit, Hosting in SMC) to seek out potential partner prospects that could benefit from the ASfP support plan
- Leverage scale by using social, digital, video, chat and phone to effectively reach, sell to and manage new partners to close
- Self-Development/ helping others succeed/ leveraging others work
- Mentorship to other SAMs

Thank you in advance for taking the time to read my cover letter and to review my resume.

Sincerely,

Sawyer Zboncak