

Account Specialist, Client Development Cover Letter

2160 Danyel ForkJefferymouth, ND 57107-8486

Dear Jordan Schaden,

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

Previously, I was responsible for ongoing industry account development and nurturing across South of Europe with focus on a set of core industries for PROS in the region.

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:

- Experience in collaborating on projects and maintaining client relationships in complex situations
- Financial literacy – able to distill financial statements (understand how the Balance Sheet, P&L, and Cash Flow statements fit together)
- Provide best-in-class client service and trainings to develop trust in client team and products
- Share B2B best practices from other markets or regions to the HK Account Development Managers
- Manage analytic projects that flow across multiple countries, from start to finish
- Being an expert in NPD's retail point-of-sale data, methodology and tools for accessing data + other NPD product offerings
- Achieve/grow planned revenue targets for assigned clients
- Effectively and succinctly communicate findings to internal and external audiences, in written and verbal formats

Thank you in advance for reviewing my candidacy for this position.

