

Account Delivery Manager Cover Letter

9279 Terrell Manor Clarinda, MO 64601

Dear Spencer Schuppe,

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

In the previous role, I was responsible for expert knowledge to the customer with insights on industry and technology developments with support from key areas of the group eg IMDC, Technical.

Please consider my experience and qualifications for this position:

- Be credible as a client business partner, engendering the client's confidence and trust
- Lead decision making through influence, make sound recommendations and decisions in the best interest of the client and in alignment with the firm's goals
- Be able to identify and pursue new opportunities - define, scope and staff new solutions and projects
- Comfortably engage and work with clients to grow the business, from opportunity initiation & ideation to close
- Role will include a utilization and a revenue target
- Document SOW's based on customer needs and budget
- P&L responsibilities including forecasting, variance analysis and reconciliation of time and expenses to contracts
- Contribute to strategic decisions affecting the discipline

Thank you for your time and consideration.

Sincerely,

Drew Harber