

Account Development Manager Cover Letter

84367 McCullough Mills North Deanfurt, OH 81219

Dear Ryan Murphy,

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

In my previous role, I was responsible for support in requesting and maintaining documents related to the Herman Miller Corporate Governance Program.

Please consider my experience and qualifications for this position:

- Understanding of Procure to Pay process including customer needs and pain points
- Strong GCP network advantageous but not essential
- Contributes to and leads where appropriate the planning and development of customer sales strategies appropriate for new accounts and the managed accounts and on-going execution of same
- Ensures account plans are defined, agreed with appropriate Support functions
- Identify market trends for products and services focusing on contract retention and revenue growth
- Maintain opportunity management through Salesforce CRM - provides timely and accurate revenue forecasting to the business
- Maintains all relevant financial and growth targets per account including revenue, gross margin, turnover, customer churn, targets etc
- Evaluates performance, risks in nominated accounts and revises plans where appropriate

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

Sincerely,

Sutton Gutmann