

# Account Development Manager Cover Letter

3927 Jacinda Plains West Tyrone Chester, TX 92827-7793

**Dear Zion Miller,**

I submit this application to express my sincere interest in the account development manager position.

Previously, I was responsible for customers with monthly and quarterly Executive Summary Reports and host conference calls as needed for the customer and Intel Security virtual team to discuss past or current issues.

Please consider my qualifications and experience:

- Facilitate knowledge/ best-practice sharing between DSC community
- Solution Design/ Modelling
- Experience in a Business Development or Key Account sales role- beneficial
- Broad Business Acumen ü An understanding and interpretation of industry and financial statement information
- Good Presentation & Analytical Skills especially in understanding company's financial statements, P&L, Ratios, cash flow (account receivable and payables) and working Capital requirement of the company
- Strong PC skills (Excel, Word, PowerPoint, Salesforce.com, Internet) and an understanding of information systems
- Understanding on how to initiate and maintain long lasting relationship with key members of the local scientific community
- Strong commercial drive alongside proven experience in maximizing revenue and business development

**Thank you for taking your time to review my application.**

Sincerely,

Peyton Koeppe