

Account Executive, Enterprise Cover Letter

965 Vaughn Curve
Rachellebury, MI 40198

Dear Zion Moore,

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

In my previous role, I was responsible for technical presales support for data center server, storage, virtualization and compute opportunities for enterprise environments.

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:

- Proven track record of over-attainment in competitive SaaS market (ideally within HR software stack)
- Proven record of accomplishment of hunting and acquiring new mid-market to Enterprise business
- Consistent track record of meeting and exceeding quotas
- Record of accomplishment in exceeding a multi-million dollar annual quota
- Knowledge of Business Intelligence, Traffic, Parking
- Extensive, relevant experience of selling complex software solutions gained within a global enterprise software or SaaS organisation offering a complex set of solutions and services to the Financial Services and or Telecommunications sectors
- Experience selling SaaS, PaaS, selling complex infrastructure software solutions (SOA/BPM/BAM/BI/Analytics/MDM and other data related solutions)
- Have a good technical knowledge of the product groupings and marketplace in order to speak directly with CIOs, CTOs and Senior Level Architects

Thank you for taking your time to review my application.

Sincerely,

