

Account Executive, Enterprise Cover Letter

250 Devorah FieldSteuberside, AR 92588-6592

Dear Dylan Abbott,

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

Previously, I was responsible for oversight and is accountable for disaster recovery planning and execution as it pertains to storage environments.

Please consider my experience and qualifications for this position:

- New account penetration, account planning and maintain the relationships with accounts
- Leads identified (numbers)
- Strong track record of success selling enterprise software solutions in the UK
- Retain and grow our current customer base
- Manage and optimize current revenue of existing customer base through retention activities, new product sales, and strategic technology migration
- Accountable for incremental growth in assigned module(s) consisting of customers in single or multiple vertical industries
- Manage both pre- and post-sales support resources throughout the sales cycle to retain and leverage customer relationships, provide business solutions, and expand existing revenue base
- Deep understanding of the network attributes, complex communication products, and solutions sought by medium, large, and enterprise level accounts (existing)

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

Sincerely,

Stevie Hartmann