

Account Executive, Enterprise Cover Letter

271 Vickie FordJaskolski
berg, CT 19210

Dear Azariah Heaney,

Please consider me for the account executive, enterprise opportunity. I am including my resume that lists my qualifications and experience.

In the previous role, I was responsible for leadership to the extended Pure Storage Enterprise team aligned to your district (SEs, Channel Managers, Inside Sales reps, etc.).

Please consider my experience and qualifications for this position:

- Deep understanding of the network attributes, complex communication products, and solutions sought by Federal Agencies
- Proven track record of successfully selling in the Federal segment
- Experience is using SAM.gov or FedBizopps
- Coordination, development, and delivery of RFIs, RFQs, and RFP for Federal segment
- Able to engage and lead cross-functional/virtual resources as part of team
- Experience selling to VP and C level executives at large Enterprises
- Experience selling into public sector verticals especially VIC State Government
- Proven track record of success with large and complex deals

Thank you for taking your time to review my application.

Sincerely,

Dallas Moore