

Account Executive, Enterprise Cover Letter

18322 Keva Point Lake Donny, HI 64658-5827

Dear Campbell Corwin,

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.

In my previous role, I was responsible for oversight and strategic direction of Enterprise Storage, VMWare and Citrix environment, Data Backup, replication/DR and voice infrastructure.

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:

- Experience implementing MEDDPIC
- Proven sales track record with history of clearly meeting or exceeding quotas
- Experience and passion for selling to the CPG/Retail vertical preferred
- History of successful technology sales to LOB, rather than straight IT focus
- Increasing revenue spend within large Enterprise companies in New Zealand
- They do this by
- Experience selling to the C-suite (all LOB)
- Experience in comprehending and delivering ROI/ Business Case

Thank you in advance for taking the time to read my cover letter and to review my resume.

Sincerely,

Phoenix Fadel