

Account Executive, Enterprise Cover Letter

1603 Delmar StreamNorth Lupeburgh, CT 03088

Dear Morgan Rowe,

I would like to submit my application for the account executive, enterprise opening. Please accept this letter and the attached resume.

In the previous role, I was responsible for operational engineering support to enterprise-level solutions using virtual server hosting, backup solutions and service level storage solutions.

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:

- Successful record of selling into mid-market and enterprise companies
- Consistently deliver on 6+ figure deals
- Experience managing and closing sophisticated sales-cycles using solution selling techniques
- Experience selling to VP & C level executives
- Strong success selling into enterprise companies
- Experience in winning 6 figure deals
- Leading & closing complex sales-cycles using solution selling techniques
- Clearly selling and articulating the value add of BlueJeans products

Thank you for taking your time to review my application.

Sincerely,

Morgan Olson