

Account Manager, Corporate Cover Letter

5794 Deloras WellsLouisfort, OK 24889-7132

Dear Reese Hackett,

I submit this application to express my sincere interest in the account manager, corporate position.

In the previous role, I was responsible for support to Senior Management's business travel which includes travel planning and booking, visa applications, expense management and general cost optimization.

Please consider my experience and qualifications for this position:

- Strategic business development and enterprise account management skills
- Professional relationships with senior management levels within major organizations
- Strong understanding of customer and their business models and workflows
- Previous experience in Biopharmaceuticals preferred
- Use reporting insights and customer data to provide quarterly business forecasts, highlight new opportunities, review contract performance against target and identify sales planning to secure contracted revenue
- Develop and leverage constructive relationships within target accounts to gain access to key decision makers and establish a partnership and increase our supply status
- Through taking a consultative approach a CAM needs to frame the procurement challenge our customers face so as to demonstrate the long term value a partnership approach can create
- Facilitate business meetings with our customers to align the customer's strategy, highlight their true business needs to create a contract which all areas of the business are engaged to deliver

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

Sincerely,