

# Associate Account Manager Cover Letter

1840 Mante UnionPort Donnell, SC 22708

**Dear Riley Lubowitz,**

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

In the previous role, I was responsible for overall account management to existing customers within a geographical region of Missouri, Kansas, Nebraska, Western Iowa, and Southern Illinois.

Please consider my experience and qualifications for this position:

- Self starting and follow through
- Able to make good decisions based on incomplete information
- Collaborate with sales and support team to support client
- Proactively identify problems and drive toward solutions
- Develop a Territory Sales Plan that focuses on growing revenue in the territory across large and small customers
- Profile and develop relationships with key executives (Managers, Directors, VP's,) within the territory
- Master the basic features and benefits of our primary products, including Oscilloscopes, Spectrum Analyzers, Signal Generators, Logic Analyzers & BERT's
- Identify and sell into new and existing applications for Tektronix & Keithley products

**Thank you for your time and consideration.**

Sincerely,

Quinn Stanton