

Corporate Account Executive Cover Letter

15917 Sparkle WalksEmmerichhaven, MA 49777-6591

Dear Rory Lang,

In response to your job posting for corporate account executive, I am including this letter and my resume for your review.

In the previous role, I was responsible for leadership to the Service lines and coordinates the involvement of IQVIA resources (marketing, consulting, client services) in actively promoting the full IQVIA portfolio of products and consulting services to anticipate and meet client needs.

My experience is an excellent fit for the list of requirements in this job:

- Interest and/or experience identifying and working with technology influencers
- Experienced client counselor, relationship manager and account manager
- Hands-on team player adding value, sharing creative ideas, and executing successful communications programs
- Be results-and-solutions-orientated
- Conduct face-to-face appointments with customers
- Demonstrate and sell across the whole product bag, with particular focus on Westlaw and Practical Law Connect
- Maintain a pipeline of at least 3 times new sales quota
- Update salesforce.com on an ongoing basis and work all pipeline opportunities

Thank you for considering me to become a member of your team.

Sincerely,

Sutton Jacobs