

Corporate Accounts Cover Letter

617 Yoshiko StreetRathstad, OR 49065

Dear Greer Runolfsdottir,

I submit this application to express my sincere interest in the corporate accounts position.

In my previous role, I was responsible for counsel to country manager and Brazil leadership team to communicate our business strategy and cultural values.

Please consider my qualifications and experience:

- Understand all the touch points at the key accounts (Research, Grants, Key Opinion Leader Relationships, Customer complaints)
- Strong contracting, negotiation and analytical skills
- Creative and flexible strategic planning - able to build and implement a sales plan and quickly adapt that plan as new opportunities and challenges emerge using advanced problem solving and process improvement
- Volunteer management – staff members of the Global Corporate Leadership (GCL) Advisory Council to better advance common goals
- Thorough understanding of medical policies ("buy & bill" process) and Pharmacy Benefit
- Documented access to both medical and pharmacy directors in targeted accounts
- Prior working experience, preferably in accounting/audit/financial analysis or business process evaluation and improvement
- Black or Green Belt Six Sigma certification – preferred

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

Sincerely,

Ryan Hickle