

Development Representative Cover Letter

78722 Kuhic RapidsBarrowsville, WY 83182

Dear Emerson Streich,

I would like to submit my application for the development representative opening. Please accept this letter and the attached resume.

Previously, I was responsible for feedback on Customer requests/suggestions for changes and improvements to the FleetMatics system and other areas of service by using Survey Monkey (or similar).

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

- Analytics software sales knowledge
- Experience working in an early stage technology company
- Experience using the MEDDIC methodology in the sales process
- Knowledge of Social Media and sales tools such as LinkedIn, Hoovers, Marketo, Jigsaw
- Drive and perseverance to conduct daily outbound calls and screen inbound opportunities coming through Marketing
- Consistent and provable history of meeting and exceeding objectives and quotas
- Tenacious, honest, and collaborative
- Experience conducting outbound warm/cold calls

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

Sincerely,

Frankie Hane