

# Director, Strategic Accounts Cover Letter

411 Lind FordsHodkiewiczport, SD 53624-6304

**Dear Gray Moen,**

I submit this application to express my sincere interest in the director, strategic accounts position.

In my previous role, I was responsible for leadership and coaching to the region based on knowledge of industry and vertical market trends, regional business economics and strategic issues.

I reviewed the requirements of the job opening and I believe my candidacy is an excellent fit for this position. Some of the key requirements that I have extensive experience with include:

- Experience in the healthcare industry including - knowledge of Healthcare delivery systems, HTA bodies
- Excellent health economics (budget impact/cost effectiveness models), HTA, pricing and reimbursement knowledge
- High level understanding of the US payer marketplace with a proven track record of adapting payer strategies from the US to meet the needs of international payers
- Experience launching products to new markets
- Understanding of Electronic Health Records and experience leveraging data mining strategies to improve clinical decision support for patient identification and diagnostic testing
- Establish and maintain relationships with high level contacts and key decision makers at large Dealer accounts
- Develop and maintain a pipeline of prospects for business development
- Structure floorplan and wholesale incentive plan offerings after review of Dealer financial statements and evaluating opportunities and risk alongside DFG and CBCs

**I really appreciate you taking the time to review my application for the position of director, strategic accounts.**

