

Director, Strategic Accounts Cover Letter

912 Torp CenterLangoshfort, DE 09730-7303

Dear Casey Pacocha,

In response to your job posting for director, strategic accounts, I am including this letter and my resume for your review.

In my previous role, I was responsible for quality assurance oversight to negotiations and implementation of quality agreements with hospitals and drug manufacturers to support industry-sponsored clinical trials.

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

- Developing a point of view on best practices in pricing and sales effectiveness for the Strategic Accounts space
- Ensuring effective cross functional efforts among the broader Strategic Accounts team, including members of professional services, marketing, demand generation and sales
- Collaborating on the go-to-market plan and pipeline projections for the Strategic Accounts vertical
- Hiring, building and incenting high performing teams
- Individual ownership of high-revenue client relationships
- Knowledge of large contract proposal and negotiation process
- Strong negotiating & change management skills
- Proven experience in leading strategic initiatives and global teams

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

Sincerely,

Sam Greenholt