

Director, Strategic Accounts Cover Letter

30216 Lavern LoafSchneidershire, ND 47932

Dear Dakota Friesen,

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

Previously, I was responsible for primary leadership, direction and insure coordination of global, national and regional accounts with global and local selling activities in a matrixed organization to:.

Please consider my experience and qualifications for this position:

- Proven success prospecting, driving an opportunity pipeline through the sales cycle
- Self-starter, self-confident, and self-motivated
- Strong familiarity with California managed care marketplace
- Prior direct experience with Strategic Hospitality and Major Accounts programs
- Experience working with CMS Quality Measures and Outcomes, Specialty Pharmacies, Distribution Hubs, and Managed Care providers to ensure customers' and patients' needs are addressed
- Demonstrated success in executing tactical plans to drive business
- History of performance in managing towards business objectives
- Proven track record of managing pull through in large accounts

Thank you in advance for taking the time to read my cover letter and to review my resume.

Sincerely,

Frankie Schiller