

# **Sales Account Manager / Sales Manager Cover Letter**

119 Williams Turnpike West Newton, AL 64510

**Dear Emerson Jones,**

In response to your job posting for sales account manager / sales manager, I am including this letter and my resume for your review.

In my previous role, I was responsible for market intelligence to benefit internal business partners (Asphalt Supply & Logistics, Business Development, Economics, Refinery, Terminals Logistics & Storage, Credit, Tax) including information that impacts pricing decisions, competitive pricing trends, competitor outages, terminal issues, supply conditions, forecast adjustments and any other business-related items.

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

- A self-starter, driven, with strong interpersonal skills
- Solution-based and business-to-business sales experience
- Proficiency with CRM and sale management tools
- Proven record of success in achieving and exceeding sales quotas and departmental metrics
- Establish and maintain executive relationship with each stakeholder in key accounts for sustainable growth
- Keep payment on time
- Continuously increase market share by providing value/world-class service to the customers
- Contribute valuable information to support Global Segment Director to make long-term/short-term strategy for automotive industry

**Thank you for your time and consideration.**

Sincerely,

Greer O'Conner