

Sales, Senior Director Cover Letter

178 Keebler Lodge New Darin, GA 78738-9570

Dear Emery Volkman,

Please consider me for the sales, senior director opportunity. I am including my resume that lists my qualifications and experience.

Previously, I was responsible for industry insight to the business regarding go-to-market strategy and new solutions that will promote Conifer as an industry leader.

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:

- Combined background of services and sales, or experience in sales
- Proven experience mentoring and inspiring a high-performing team of business analysts to support growth objectives
- Significant experience of using Salesforce.com CRM, including production of reporting and analysis
- Passion for developing talent within the broader organisation
- Credible, authentic, personable communication style
- Electrical Power Distribution product domain knowledge preferred
- Established relationships and contacts in the OEM and In-Service industry spaces related to aerospace electrical power systems preferred
- Drive the team to achieve quarterly and FY sales targets to support both TCV and ACV targets to drive growth into the business

Thank you for taking your time to review my application.

Sincerely,

Spencer Torp