

Senior National Account Manager Cover Letter

5455 Quentin Trafficway West Changberg, TN 52764

Dear River Rogahn,

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

In my previous role, I was responsible for information and recommendation to improve product portfolio to/from all ports within scope • Gather market information (market size, market development, competitors) available and share with HQ, Sales and other stakeholders.

Please consider my qualifications and experience:

- Computer literacy – MS Office / Analyser / Business Objects
- Dynamic and hands-on approach to problems and challenge with a solution driven mindset
- Financial Acumen – understand key financial parameters, evaluate risks and make appropriate investment decisions
- Pharmaceutical, biotechnology or related field sales or field sales management experience is preferred
- Expertise in organized customer and access issues with strong customer orientation and focus
- Strong knowledge of the healthcare ecosystem including healthcare economics, policy and the regulatory environment
- Strong knowledge of each customer type HCPs, patients, payers, IDNs, distributors, pathways and their business models
- Experience of working with Top 3 Grocery customers and experience of working in the Impulse / Value channel preferred

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

Sincerely,