

Senior Sales Manager / Sales Manager Cover Letter

242 Wintheiser Mountain Hagenesstad, TN 03324-3040

Dear Shiloh Leannon,

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

In my previous role, I was responsible for input to the Product Management Team for the development of detailed competitive comparisons, sales presentations, competitive equipment, competitive pricing, voice of customer, and similar to improve sales effectiveness.

Please consider my qualifications and experience:

- Experience managing key accounts regionally or across multiple countries in chemical industry
- Proficient with using excel
- The right person will have excellent communication and writing skills, and be both technical and analytical
- Fluent French and/or Dutch language skills
- Business opportunity identification] Drive in-house solution response scenarios projections (business modeling), TAM(Total Addressable Market) analysis, and identification of actual BO(Business Opportunity) including proposal execution and requirements draw-up
- Market analysis] Drive the analysis of trends by vertical business regarding the market, technology, competitor, , and the analysis of the value chain in the market
- Customer management] Manage the selection of potential customers and partners and the building and management of networks with them
- Target management] Drive possible scenarios review for each stage and management of targets to turn them into actuals

Thank you for taking your time to review my application.

