

Strategic Account Manager Cover Letter

22634 Harry Mountain West Leonardo, CO 91092

Dear Drew White,

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

In my previous role, I was responsible for commercial leadership and coordinate specific marketing, manufacturing, and quality actions related to these accounts to meet customer's needs.

Please consider my qualifications and experience:

- Experience selling or procuring protein, dairy, or other ingredients used in finished retail food products, branded and/or private label, to large CPG companies, manufacturers, and/or co-manufacturers
- Excellent listening, verbal, written communication, and presentation skills
- Development of complex multi-component business solutions within the Technology and/or ISP industries
- Successful track record with National and/or Major Accounts - experience with International sales preferred
- Thorough understanding of the underlying technologies and economics of the Internet
- Good knowledge of key global IP companies and their respective strengths and weaknesses
- Good knowledge of Salesforce.com or similar CRM
- Foster a solutions-based, value selling culture with global contacts and regional account managers and customers

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

Sincerely,

Rowan Mann