

Strategic Account Manager Cover Letter

174 Kutch GlenNew Von, IA 53578-0068

Dear Story Kerluke,

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

Previously, I was responsible for timely and updated Avaya and industry information with relevant departments within Black Box, as well as sales and key end-user accounts.

Please consider my qualifications and experience:

- Experience managing the entire sales cycle, from identifying a need to developing the solution and seeing the sale through implementation
- Selling, negotiating, influencing, and handling objections
- Using computer hardware, software, video conferencing and mobile technology to work efficiently
- Multi-step sales process
- Managing multiple priorities, tasks, and initiatives simultaneously
- Experience selling to strategic accounts in the Aerospace & Defence sector preferred
- Senior Sales Specialist in selling Enterprise Marketing Solutions
- Experience in Business Development activity to create the ecosystem needed to win deals

Thank you for your time and consideration.

Sincerely,

Tatum Kuhn