

Strategic Sales Cover Letter

218 Skiles PikeNorth Jackieville, DE 27665

Dear Quinn Treutel,

I am excited to be applying for the position of strategic sales. Please accept this letter and the attached resume as my interest in this position.

In the previous role, I was responsible for support, leadership and direction on strategic partner relationship to Enterprise, Commercial, LAC, Networking, Canada, and PAMs.

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:

- Provide valuable and professional support to large brokerages when introduced at events, broker meetings
- Experience in Human Capital Management space as either a customer or provider working with such products as Oracle, Taleo, SAP, Successfactors, Cornerstone, Saba
- Proven track record of sales success to top AmLaw Firms Fortune 1000 corporate legal departments
- Knowledge of the unique business opportunities and solutions within the Enterprise and BPO account space
- A proven track record of driving and closing large enterprise deals
- Coordinate ongoing training sessions for strategic resellers to educate them on Virtustream products and services
- Coordinate sales alignment between Virtustream direct sales reps and corresponding partner sales teams
- Update internal delivery teams on pending sales opportunities to ensure they are prepared to deliver upon sales closure

Thank you for taking your time to review my application.

Sincerely,

