

KEVIN MORRISON

Sales Manager
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AKIRA TANAKA

Senior Hiring Manager
Excelsior Technologies
(987) 654-3210
akiratanaka@excelsiortechnologies.com

Dear Mr. Tanaka:

I'm contacting you regarding the sales manager role with Excelsior Technologies. During my time with Armin IT Solutions, I implemented new sales strategies to expand market penetration and facilitate revenue growth across two territories. This resulted in a 30% increase in sales revenue for 2023. I believe my expertise as a sales leader within the technology industry would be an asset to your team in this position.

Excelsior Technologies' reputation for delivering innovative IT solutions to enterprise businesses draws me to apply for this opportunity. Throughout my career, I've managed relationships with multi-million dollar client accounts and achieved retention rates of over 90%. I am confident I can help your organization continue to excel based on my previous accomplishments:

- Managed a team of over 15 sales representatives and account executives, provided support during high-level consultations, and identified opportunities to improve performance, resulting in a 40% increase in sales revenue in 2022 and an average close rate of 35%
- Served as the point of contact for escalated client issues, managed stakeholder relationships with multi-million dollar accounts, and improved client retention from 75% to 90%
- Coordinated with the sales director to implement new sales strategies, expand market penetration, and facilitate revenue growth across two territories

I would like to schedule an interview to tell you more about how my expertise in sales strategy can help Excelsior Technologies continue to improve its position within the global market. You may contact me via phone or email for any questions you may have about my background. I appreciate your time and consideration.

Best regards,

(Insert Signature Here)

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