

# Carson Beaman

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June 1, 2021

## Michele Hayashi

Director, HR  
McKay, Inc.  
(505) 967-4312  
HayashiM@MckayInc.com

Dear Ms. Hayashi,

When I first heard about your company, I was impressed with the level of excellence you uphold. I reached out to a couple of employees, and my interest was piqued because they verified that your approach to supply chain management echoed my own. Your impressive approach to lean management earned you numerous awards over the last four years, including the 6S Rising Star Prize as well as a JD Power award.

As a Certified Professional in Supply Chain Management (CPSM) and Total Quality Management, I believe in a holistic approach to the supply chain. During my tenure at Belling SPR, I developed new procedures and processes that led to an 18% improvement in customer call quality and a 10% increase in big-ticket sales revenue.

Some of my other past successes include:

- Directing marketing initiatives across seven districts that lifted collection from 57% to 93%
- Implementing P&L assessment and analysis to calibrate costs
- Collaborating with the Director of Finance to develop strategic plans that would leverage existing partnerships to improve contracts

I would appreciate the opportunity to share how my skill set can further McKay's strategy. I am available at your convenience.

Sincerely,

*(Insert Signature Here)*

## Jerry Mander

P.S. – I would love to tell you how I expanded Bellinger's supply chain strategy from 22 states to serving all 50.