

Meg Vincent Jones

678-231-3609 | megvincentjones@gmail.com | Greenville, South Carolina

April 11, 2022

RE: Remote Sales/Business Development Manager Open Positions

JRG Partners' Team:

I am writing to submit my resume for consideration for current open roles that your firm has available that meet my background and skills. I am relocating to Greenville, South Carolina from Long Beach, California. My current employer does wish that I remain, but unfortunately no positions are currently available. I would like the opportunity to speak to one of your representatives.

My background focus has been in both foodservice and maintenance repair and operations (MRO) distribution sales. My previous roles included regional & national account management.

My key strengths that would support my success in any role:

- experience selling into Colleges & Universities, Hospitality, Healthcare and Corporate Campus locations through MRO, foodservice & direct distribution
- Previous Distributor management experience
- Experience juggling multiple brands in a broker rep position
- Effective C-Suite relationship building resulting in repeat referral opportunities
- Virtual and on-site program and product presentations resulting in multi-year customer agreements
- Self-motivated, entrepreneurial approach to territory management
- Complex collaborative cross functional networking with both legal and finance
- Effective Salesforce CRM pipeline management

Thank you for your consideration for appropriate remote-based positions. Please reach out with any further questions and I look forward to speaking with you about your current employment opportunities.

Sincerely,

Meg Vincent