

# KRISTI LINETT ELLIOTT

Prosper, TX • 214-551-3539 • Kristi.Linett98@gmail.com • <https://www.linkedin.com/in/kristilinet/>

---

September 20, 2022

To whom it may concern:

I am seeking a full-time Sales or Account Management role in the healthcare industry. My background in pharmaceutical sales, as well as innate skills such as determination, persistence, drive and initiative serves me well. My earlier career consists of advertising agency/marketing proficiency. With a proven track record of earning trust and ensuring maximum customer satisfaction, I exceed goals/expectations.

In each of my sales roles, I started with NO pre-existing relationships in the territory. I have been able to quickly cultivate genuine relationships with physicians, support staff, vendors and industry thought leaders/KOLs, to achieve great success, in a variety of specialties. Even during covid. And during 2 product launches.

How? I excel at customer relationship management! Continuously recognized for my unparalleled work ethic, I champion innovative solutions for accounts. Plus, I am comfortable working with clients, including C-level and senior leadership, within the business organization.

Leveraging my 10+ years' experience in Sales & Account Management, as well as a degree in Communications, I am passionate about developing authentic relationships with customers. I immerse myself in studying unfamiliar, complex product information, am determined to learn the material required to explain the concepts in an easy-to-understand manner and influence accounts.

I am passionate about improving people's health and want to be part of an organization with the same fundamental goals. I would like to be a part of the continued success, contribute to future growth and have a long-term home with a stable, well-respected company.

My core competencies:

- Masterful with written and verbal communication, presentation and organizational skills
- Empathetic relationship development skills, through a consultative approach
- Client Management and talent to influence customers, partners and vendors
- Solid business acumen, critical decision-making skills and time management aptitude
- Project management: unparalleled responsiveness and ability to prioritize multiple projects/tasks
- Cross-functional collaboration, proactively assessing needs of internal and external stakeholders
- Analytical skills, resourcefulness, team leadership and novel problem-solving

I am confident that I would be an asset to one of your clients' teams. Thank you for your time and consideration; I can be reached at 214-551-3539 or by email at Kristi.Linett98@gmail.com. I look forward to hearing from you regarding the next steps.

Sincerely,

*Kristi Linett Elliott*