

# JEREMY I. MINSKY

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## *National Account Manager*

Dear Hiring Team,

Please consider my enclosed resume and credentials as my application for the Sales Director position. Review of my qualifications will showcase more than 20 years of demonstrated experience in customer relationship management, process improvements and selling strategies, category optimization to maximize gross profit and store revenue in addition to strong management skills, with the ability to turn individuals into award-winning team members. These experiences have enabled me to drive new business by establishing strong alliances with clients and industry leaders to increase market share. I am certain my motivation, academic experience, sales expertise, and professional demeanor will make me an excellent addition to any team.

Other highlights of my career that would allow me to excel would be:

- More than 20 years of experience in executing a wide range of marketing strategies to establish market presence and increase revenue and profitability.
- Experienced manager with demonstrated expertise in human relations and change management.
- Strong skills in organizational and strategic planning, management coaching and executive recruitment.
- Proactive planner and leader with expertise in market plan execution and key account management.
- Skilled in competitor/market analysis and program marketing.
- Extensive experience in networking with channel partners, resulting in deeper market penetration and reach.
- Solid understanding of management techniques with the ability to resolve employee relations and performance issues and implement rewards programs and process improvements.

In particular, the strong relationships cultivated with clients, team members, upper management and the community has resulted in significant increases in the success of numerous projects and a stellar reputation in the industry. It would be a pleasure to work at your organization where teamwork, efficiency and customer satisfaction comes first. My resume will provide additional details concerning my accomplishments. I welcome the opportunity for an interview to discuss the performance you can expect from me.

Thank you in advance for your time and consideration. I look forward to hearing from you soon.

Sincerely,

***Jeremy I. Minsky***