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Dear Hiring Manager,

It was with great interest that I read your advertisement for a position. Please allow me to explain how my skills and qualifications could contribute to your company.

Through strategic planning, persistence, and superior business development initiatives, I am confident I can help your staff increase sales and meet company goals in customer growth and sales expansion. My sales and management experience has strengthened my ability to analyze customer needs, co-develop and present appropriate solutions, and win over both prospective and existing customers.

Some of my achievements illustrate the type of performance I can bring to your company which includes:

REVENUE GROWTH- as District Sales Leader with Kraft Foods/Nestle USA drives consistent revenue growth for approximately \$15 million in sales by combining account relationship nurturing and solutions development with my own professional development activities.

NEW BUSINESS DEVELOPMENT- as Regional Sales Coordinator with Kraft Foods, I identified and captured opportunities for new business development, achieving a 1.9% market share.

TEAM GROWTH- as a Sales Supervisor with Dean Foods, I led a team of 26 through an accelerated growth and market expansion, achieving an average of 140% of quota.

In short, I am an outcome-driven professional with a winning approach to sales development and business growth, and I would enjoy bringing this degree of dedication to your organization.

To provide you with details concerning my qualifications and accomplishments, my resume is enclosed. I would welcome a meeting to discuss our mutual interests and the results you can expect from me.

Thank you, in advance, for your consideration.

Sincerely,

Dwight Trunnell