

EYE T. DIRECTOR

Address
City, ST Zip

Email: eyetee@director.net

Home Office: (XXX) YYY-ZZZZ
Mobile: (XXX) YYY-ZZZZ

Tech Company
Address
City, ST Zip

Attn: Hiring Manager for Client Services Director

Industry experience, hands on leadership and a “customer centric” approach to each client interaction are the qualities I bring to Tech Company.

Having worked in some of the fastest growing sales organizations I know how crucial a properly designed incentive plan is to motivating the sales force and impacting the bottom line of any organization.

Being part of the management team in high growth sales organizations and having to develop and implement incentive plans I know how a great plan can motivate people to perform super-human feats. As part of the technical team supporting sales I have implemented several SFA solutions ranging from homegrown to full blown Siebel implementations. I understand how they work and the limitations each pose.

I designed and implemented my first web based sales tracking and forecasting system while working closely with the vice president of sales at Informix Software. This system replaced the traditional spreadsheet system. It saved time, increasing accuracy and put people back to selling rather than updating a spreadsheet, emailing it around and rolling it up only to find a mistake.

What I bring to Tech Company is over 15 years of sales and service experience. My “customer centric” approach to sales and service has allowed me to develop long lasting relationships and deliver enterprise solutions to some of the nations largest companies.

I thank you for your consideration and look forward to hearing from you.

Sincerely,

Eye T. Director