

# Lorraine M. Martinson

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Date

Representative Name

Title

Company Name

Address

City, State, Zip Code

Dear Representative Name:

Are you searching for a top producing sales expert who has a reputation for consistently increasing revenue by as much as **\$144 million in a year**? If so then, then you have found the right person. Throughout my career in sales and sales management in the telecommunications industry, I skillfully marketed products in a highly competitive arena and gained customer trust by always proving their needs were paramount.

After the telecommunications company I worked for closed in 1999, I became a managing partner in a successful, family owned real estate development business and have since sold it. I am eager to return to the sales field and am confident that I can create new business opportunities and achieve profitable results for your company.

The qualifications that I offer you...

- ❖ Outstanding ability to overcome objections, identify customer needs and provide appropriate solutions.
- ❖ Proven record of consistently meeting or exceeding sales goals; boosted revenues at ABC Communications Services, Inc., by **\$144 million** in 1999 and in 3 other years by amounts ranging from **\$55 million** to **\$110 million**.
- ❖ Excellent management and leadership skills; as regional vice president, initiated management and sales force recruiting, training and motivational programs.
- ❖ Skilled in territory management, marketing and sales to businesses of diverse sizes including high profile corporations such as **AT&T, American Express** and **IBM**.
- ❖ Experienced at hosting profit-generating functions for clients and prospects at conventions.

I would welcome the opportunity to interview and my résumé is enclosed for your review. If you have any questions, please feel free to contact me at the telephone number or email address above.

Thank you for your consideration, and I look forward to hearing from you soon.

Sincerely,

Lorraine M. Martinson

*Enclosure*