Bill Barnes

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June 21, 2019

Mr. Ricky Roma
Glengarry Sales
456 Ross St
Brooklyn, NY 11203

Greetings ,

Please accept my enclosed application for the Sales Manager position at Glengarry Sales. As a Sales Lead at JT Marlin, I spent three years honing my conflict resolution skills and negotiation techniques. Your job posting specified the following qualifications:

- Experience managing sales teams of 10+ team members
- Sales goal setting and driving relentlessly toward meeting and exceeding goals
- Ability to develop incentive and sales compensation plans

As you can see from my enclosed resume, I have the following experience:

- I have managed sales teams as large as 25 people for the past two years
- During my three years at JT Marlin my teams exceeded their goals by a cumulative 23%
- I have developed and managed both individual and team compensation plans. I have have also structured bonus programs and, when necessary, managed team members on performance improvement plans

Given these requirements, I am certain that I have the necessary skills to successfully do the job adeptly and perform above expectations.

After reviewing my enclosed resume and LinkedIn profile (please see above) I believe you will find I have the qualities you are looking for. I look forward to discussing the position, and will follow up with you in the near future.

Best Regards,
Bill Barnes