

HILLARY CHAU

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RE: COVER LETTER for Berxi Insurance- Product Specialist, Sales & Service

Dear Hiring Team,

I am an advocate for making the world a better place, especially in regard to communication. For that reason, I am a fan of Berxi's vision to make insurance a more convenient and compassionate process. When I saw the position for Product Specialist for Sales & Service role open at Berxi, I was excited to apply. I am confident that I can help exceed customer expectations and provide creative solutions to complex business problems. I have over 3 years of experience working with professionals in the healthcare industry. Also, I have successfully built and maintained strong customer relations with over 180 new clients while cutting company costs by 15%.

In my most recent position as an account manager at CoWin Biosciences, I have worked with international marketing teams in China and Canada; and had experience interacting with CoWin Bioscience's VP and C-suite executives. My main objective at the company was increasing the client base through B2B and B2C sales. In addition to increasing and maintaining sales, my job was to analyze various types of data from lab work to invoices while providing the best service.

Having worked as a certified as a pharmacy technician at CVS Pharmacy, I had the opportunity to directly collaborate with pharmacists and doctors for over three years to help improve patient quality of life. Working in retail pharmacy has given me the opportunity to witness the importance communication, especially when regarding of healthcare. There, I had the chance to interact with a wide variety of people and help improve their quality of life. I can do this through assisting pharmacists with patient adherence calls and organizing patient consultations. I also learned that when one explains complex jargon with empathy, people will be more receptive and happier with their service.

I am eager to learn new skills quickly, meet new people and adapt with any work environment. Throughout my job as an intern at State Street Corporation, Boston, I have experienced a great deal of responsibility and presented ideas to a variety of people. There I worked my way up from back office inputting and organizing customer mutual fund information to middle office, in which I helped create websites and presentations to showcase ideas on how to make the employee company website more user-friendly and accessible.

Thank you for taking time to consider my application. I look forward to discussing this position and my qualifications with you at your earliest convenience.

Best,

Hillary Chau