**JOE MOLINARO**

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February 27, 2023

Hiring Manager

State of MN

Minneapolis, MN

Dear Hiring Manager:

After completing a 15+ year career as a technical sales professional and having acquired strong transferable skills in project management, data analysis, problem-solving, and technical solutions delivery, I am seeking to transition to an entry-level role in cybersecurity analysis. I strongly believe that my recent academic studies in cybersecurity (which covered topics such as IT security management, network administration, disaster recovery, incident response, and threat management) along with my transferable skills mentioned above would help me deliver high-level impact as the Application Security Analyst at the State of MN.

My sales career has endowed me with a strong customer-oriented mindset and consultative relationship-building skills that would help me add value in internal/external-client facing cybersecurity analysis and troubleshooting roles. I am also able to apply my skills in market analysis, strategic planning, and cross-functional collaboration skills to monitor complex IT systems, proactively identify security risks, conduct root causes analyses, and collaboratively implement targeted incident responses that ensure operational excellence, data security, and compliance across IT systems, networks, and applications. As such, I am confident that I can draw on these skills and expertise to deliver business value for the State of MN.

Thank you for considering my application, and I look forward to an interview to discuss how I can add value to the State of MN as its next Application Security Analyst.

Sincerely,

Joe Molinaro.