

Dear Medallia Hiring Manager,

I am writing to express my interest in the Sales Development Representative position at Medallia.

With a strong background as a seasoned Sales Development Representative, and recent completion of a full-stack web development program, I am confident in my ability to bring a distinctive skill set that aligns perfectly with the requirements of this role.

In my previous roles as a Sales Development Representative, I excelled at sourcing and developing opportunities through extensive outbound prospecting. I collaborated with both Account Executives and Marketing to build pipeline and drive overall sales performance.

Identifying customer pain points, crafting compelling messaging that underscores the value proposition, and sheer persistence are all skills and attributes that I feel I can bring to this role. Additionally I am familiar with Salesforce and other ecosystem technologies to efficiently track and manage my activity.

What drew me to Medallia is the organizational culture that values every individual and their experiences. Medallia has a strong reputation for growing and developing some of the best sales talent in the industry and I believe I can follow the sales methodology outlined by the Command Of Message framework to develop my expertise.

I am confident that my skills, experience and passion all position me as an excellent fit for the Sales Development Representative role at Medallia. I am enthusiastic about the opportunity to contribute to Medallia's future success and become a valuable member of your team.

Thank you for considering my application.

Sincerely,
Tyler Aycock