

# SALES DEVELOPMENT *REPRESENTATIVE*



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Lori Wock – Silverado Plains  
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To Whom it may Concern;

I am writing to demonstrate my interest in the Sales Development Representative position. Based on my 20 years in sales, marketing, management, and customer service I believe that I have the necessary expertise and qualifications to fulfill this role. I am both proficient with a computer and competent in my skills and knowledge of different systems that I have used in various positions. I am natural leader and enjoy sharing my knowledge and seeing people succeed.

For the past 10 plus years I have worked from my dedicated home office. I find that working from home allows me to complete my tasks uninterrupted and in a much more efficient manner. I persistently exceeded quotas and generated sales. I am confident in my abilities to do the same and perform well for your company. I have also managed a sales team and have trained each of them to be a motivated sales representative for past companies. I have successfully taught strategic sales with my professional sales training from Tom Hopkins and Sandler training. I have been applying effective sales tactics that have proven to exceed quotas. With this sales and managerial background, I can certainly achieve the same within your organization.

I believe I would be the best candidate for Sales Development Representative due to my extensive experience from previous work involving recruiting, training, and developing a sales team. I understand what it takes to manage a successful team that can develop strong relationships with clients, and efficiently meet sales quota; all while maintaining a vibrant and ambitious attitude as representatives for your company. In a previous position I was referred to as "air traffic control" due to all the different components having to work quickly and efficiently together to get the job done.

With my 20 years of experience and strong work ethics I believe that I can contribute tremendously to your company. I am an honest, and trustworthy person. I always go above and beyond for my clients and take pride in my work. never give up when I have a job to do and encourage everyone around me to do the same. I have the confidence to talk to anyone. I think all my qualities, makes me the perfect fit for this position.

Thank you for your time and consideration. I sincerely hope you will allow me the opportunity to prove my skills and experience through an interview. I look forward to hearing from you.

Sincerely,

Lori Wock

