

ANDRAS CRUZ-AEDO

Phone: (310) 218-6803 | Email: andrascruzaedo@email.arizona.edu

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Christian Golofaro
College Recruiter, Oracle
1 Main St.
Cambridge, MA 02142

Hello Christian,

I'm very interested in joining the Class Of Sales program and business development position at Oracle, and I believe that my unique combination of technical and business skills as well as my experience working at both enterprise and consumer-facing companies will allow for me to make an immediate and significant impact. I recently received my Bachelor's Degree from the University of Arizona. I studied Business Administration, Interpersonal and Computer-Mediated Communication, and General Studies: Economy and Industry.

All while completing my degree, I:

- a.) held two proven sales positions for a national Renewables, Environment, and Construction company and a national Search Visibility and e-Learning company
- b.) interned as a Marketing and Social Media Coordinator for Mark Cuban's startup from Shark Tank, and;
- c.) co-founded a small-sized business development consulting firm that successfully created a client partnership with VCA, Inc. to increase my largest client's clientele by 30%-40% (VCA later sold for \$9.1B in Jan. 2016 to Mars, Inc.)

I've been a fan of Oracle since meeting CEO Mark Hurd in 2009 and learning that my father was Sr. Director with Oracle from '95-'98, and I've definitely been very impressed with Oracle's applications and solutions in which I am confident I can sell to mid-sized to large enterprises all around the world. Additionally, I've heard very positive things from my friends at Oracle (i.e., Mr. Jeff Covert) regarding the opportunity to be a team member of a firm that's shaping the future (i.e., through its choice in customers), the ability to build one's technical network, and the continuous learning taking place.

Furthermore, I believe that I'd be a great fit on the Class Of Sales program, for the business development position, and Oracle more generally because I'm a problem solver as well as a quick learner, and I've demonstrated the ability to multi-task and apply initiative and creativity on challenging projects. Similarly, mentors have told me that I am an outgoing, light-hearted, and responsible leader when interacting with others. Additionally, my ten years of experience as a nationally-ranked junior tennis player, in which I learned to leverage my skills and strengths when facing adversity and overcoming harsh conditions, provides me an important understanding of some of the struggles the cloud-computing companies will face and how I can best support them in building businesses fast.

Given my drive and experience, I'm confident that I can make a substantial contribution toward helping cloud-computing companies build out their sales teams and the like, while also helping Fortune 500 companies & other global businesses not get left behind the continuous flood of new technologies, by introducing them to cloud-computing companies. Thank you for your time spent reading this introduction and the enclosed resume. I look forward to hearing from you soon.

Best Regards,
Andras V. Cruz-Aedo
(310) 218-6803