

Cover Letter - edX Relationship Manager for Europe

Dear Senior Relationship Manager for Europe at edX:

I am writing this in regards to the Relationship Manager for Europe (Contract Role) position posted on the edX site.

My unique set of skills and experience fit the demands of this position perfectly. I have a strong educational background. I attended one of the best high schools in the US and then received my bachelors from a top 25 university. I then spent 7 years at a top consulting firm working on projects in the banking, insurance, and construction industries. Two years ago, I decided to pivot my career away from the finance world and towards education instead.

Instead of immediately jumping from my consulting job in finance to something in edtech, I decided to conduct my own experiments in online education, especially MOOCs and language learning. In May 2013, I moved to Berlin, Germany without a job, without knowing a single person in the city, and without speaking a single word of German. Some of the results? I have started over 50 MOOCs on many different platforms and received over a dozen certificates from ones that I completed in subjects ranging from computer science to marketing to art und jetzt kann ich auch deutsch. :-)

As a Relationship Manager, I believe my ability to quickly acclimate myself to any environment would be invaluable. Whether collaborating with my coworkers in a remote office as a consultant, inspiring underprivileged students in a foreign country to learn English, or starting a business with classmates from my university, I have always had a knack for managing relationships. The position requires skills that I naturally excel in.

But managing relationships is not everything. The position revolves around MOOCs. Not only have I used many MOOC platforms, I have even contributed to the Open edX projects on Github. The commitment to openness driving edX also attracts me to the company. I am passionate about edtech and love sharing my passion with others. At the Rütli Schule, I organize an optional course for the students where I navigate them through the myriad of language learning tools that they can use to improve their English. This opportunity only came about from relationships that I have built while I have been in Berlin and my persistence in an endless search to find resources to improve my German.

Thank you for your time in considering me for the position of Relationship Manager for Europe (Contract Role). I would relish the opportunity to put my stamp on the future of edtech and look forward to arranging a time to have an in-depth conversation about the position.

Mit freundlichen Grüßen,
Herr. David Pollack

P.S. As a technologically savvy individual, I created a website in order to apply for this position. So you can look evaluate me on a piece of paper at your desk or from your mobile phone in the airport.