Dan Oliver

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February 20, 2019
Odysys | Sales Associate

Dear Odysys team,

I'm writing to express my interest in the Sales Associate position. I found the position on the StartupBend Jobs page.

Having owned and operated a service business, I'm accustomed to taking ownership of projects and tending to daily operations without losing sight of the big picture. I built my business from zero to a profitable quarter million dollars per year in a town I was new to - with virtually no connections. I cold-called, prospected, built relationships and honed my sales skills to gain traction. I leveraged marketing knowledge, skills with technology and SaaS integrations and my communication skills to compete through a differentiated customer experience.

I've been selling services since 2006 and close a conservative 70% (a mix of B-to-B and B-to-C). I've always taken a consultative and long-view approach to selling. I guide my customers through their options and earn the position of trusted partner. My success in business and in sales is rooted in my ability to connect meaningfully and honestly with people. **I sell by listening first**.

I've found business ownership invaluable, but I'm ready to focus in on the elements I've enjoyed most. I'm looking for a new challenge and a career pivot that will benefit from my entrepreneurial spirit and experience. Coupling my background with my love of the SaaS business model and the high value of CX inherent in hospitality, I see the role of Sales Associate with Odysys as this unique opportunity. I believe I can bring value and a tenacious work ethic to this position and company. And I'd love the chance to prove it.

I realize I don't look like a traditional candidate, but I think I'll surprise you. I'd love to meet and learn more. I can be reached by phone (541-951-5783) or email (jdanoliver@gmail.com).

Thank you for your time and consideration.

Sincerely,

Dan Oliver | 541-951-5783 | jdanoliver@gmail.com | Portfolio