

27 March 2018

Ventana Research

Position: Account Director

To Whom It May Concern:

I am writing in regards to the Account Director position on your team. After review, I believe that my skillset is suitable and that I would be a valuable asset to the Ventana Research team.

Upon face value, I might seem an unusual fit. I have a Master's degree in Social Science (International Studies Track), speak proficient Spanish, and have worked in the fine-dining industry for the last 15 years - currently as a sommelier. I would argue, however, my experiences are not without merit and are indeed quite beneficial. To begin with, a sommelier, at its core, is a sales person and public relations specialist. It is my responsibility to accurately gauge and understand what a guest wants but is not able to articulate. I must first understand the guests and may then select an appropriate bottle to enhance their experience.

Further, the ability to work in a quick paced fine-dining environment requires a measured yet flexible approach. One must remain adaptable to manage guests' expectations and desires, all the while being pulled in various other directions. This requires the display of strong interpersonal skills and the ability to multitask and coordinate effectively with other team members. These attributes, again, are not limited to a white tablecloth setting but are easily transferable to any thriving business environment.

With respect to further qualifying attributes, most succinctly, I would say that I am a creative thinker, and maintain a strong aptitude for strategy and analytics. Much of my education has helped contribute to this foundation, particularly my graduate studies and Master's thesis. My in-depth study of politics, I would argue, also has many business applications. After all, business is politics by other means.

In summary, I believe my professional experiences and education to be aptly qualified for the position of Account Director. I look forward to the possibility of demonstrating my work ethic. I am ready for a different career path that provides new opportunities, challenges, and the potential for growth.

I look forward to speaking with someone soon to discuss the position and how I can contribute to your team and company. Thank you for your time and consideration.

Best regards,  
Brett Larson