Greetings!

From a review of your posting for a Systems Analyst position, I feel that my experience and expertise are a very close match for your requirements. As a professional with years of experience analyzing processes, then developing and implementing solutions, I am confident that I can *quickly* and *significantly* contribute to the objectives of your department. My Salesforce knowledge, with my recent and ongoing Salesforce certifications can certainly contribute as well.

During my career with Intel, I have managed many complex equipment installation and qualification projects, both domestically and internationally. On the software and applications side, I have first *been the customer*, then the *owner* and *developer* of several complex applications and major upgrades. I enjoyed that role enough to go get a Database Administration degree and develop skills in Business Intelligence systems. I understand the process of translating customer frustration into concrete, process oriented solutions, then develop, test, implement, document and train customers in the use of their new capabilities.

Consider the following highlights of my qualifications:

* Given my relational database training and application development experience, I can assist in translating customer desires into specific application changes required to bring them the *information they need* from the *data they have* to do the *business* they *need to do*.
* With my Lean and Kaizen experience, I can work with customers to define the current state, the desired state, and the specific metrics to be influenced. From that baseline, I can assist in defining the scope of the change being requested to achieve the desired state, and with the process flows to achieve the desired state with the new capabilities.
* Developed during my years of Project Management experience, I can define Scope, Schedule and Budget to accomplish specific goals, then drive the resources available to meet those goals. I am also certified Scrum Master by the Scrum Alliance.
* From years of working for, with and training engineers and technicians from around the globe, I know how to lower the culture barrier in working with others of diverse backgrounds.
* Using my Business Intelligence development experience, I can assist customers in developing accurate reporting and insights, and train users to obtain the information they need for themselves.
* As the developer and leader of a global Customer Support group, I can analyze issues encountered, then develop both short term alternatives and long term solutions to business issues.

As I transition to my next career, my goal is to further develop and refine my skills in a modern, dynamic, and innovative environment. I look forward to discussing your needs in further detail, and to understand how my skills and experience might be a fit for this position.

Thank you for your consideration.

Sincerely, Michael R King