Dear Hiring Team at Toast,  
  
I am excited to apply for the Sales Manager position at Toast. With my extensive background in leadership, technical innovation, and strategic project execution, I am eager to bring my expertise to your team and contribute to the growth of your restaurant management platform.  
  
In my role as Chief Innovation Officer and Deputy Co-Founder at PlawLabs, I led cross-functional teams to develop and implement cutting-edge AI and back-end systems, ensuring seamless functionality and scalability. My experience in designing and deploying AI/ML algorithms, coupled with my ability to document and maintain system integrity, has equipped me with a unique blend of technical and managerial skills. Additionally, my work on the research paper "Streaming Intelligence: Harnessing AI and Big Data in the Competitive Landscape of Digital Content Platforms" highlights my commitment to innovation and my ability to translate complex technical concepts into actionable strategies.  
  
At PlawLabs, I successfully managed key initiatives and projects, driving successful outcomes through effective leadership and collaboration. My ability to mentor and lead teams, combined with my strong presentation and problem-solving skills, has consistently resulted in the successful execution of high-impact projects. I am confident that my experience in leveraging technology to solve complex problems will enable me to effectively manage and grow Toast's sales initiatives.  
  
I am particularly drawn to Toast's mission of empowering restaurants with innovative technology solutions. My passion for technology and my proven track record in driving innovation align perfectly with Toast's vision. I am excited about the opportunity to contribute to your team and help drive the success of your platform.  
  
Thank you for considering my application. I look forward to the possibility of discussing how my skills and experiences align with the needs of your team.  
  
Best regards,   
Mehmet Utku ÖZTÜRK