Dear Hiring Team at Toast,  
  
I am excited to apply for the Sales Manager position at Toast. With a strong background in technology and leadership, coupled with a proven track record of driving innovation and managing cross-functional teams, I am confident in my ability to contribute to your mission of empowering the restaurant industry through cutting-edge solutions.  
  
In my role as Deputy Co-Founder and Chief Technology Officer at PlawLabs, I led the development of AI-driven systems, including the back-end and AI integration for the Clade AI Mini prototype. My responsibilities included designing and implementing advanced AI/ML algorithms, managing IT teams, and ensuring seamless functionality across systems. These experiences have honed my ability to align technical expertise with strategic business goals, a skill I am eager to bring to Toast.  
  
One of my key achievements was co-authoring the research paper \*"Streaming Intelligence: Harnessing AI and Big Data in the Competitive Landscape of Digital Content Platforms,"\* which highlights my ability to innovate and apply technology to real-world challenges. Additionally, my experience in mentoring teams, documenting technical processes, and maintaining system integrity has equipped me with the leadership and organizational skills necessary to excel in a dynamic sales environment.  
  
Toast’s focus on revolutionizing restaurant management resonates deeply with my passion for leveraging technology to solve complex problems. I am particularly drawn to your commitment to innovation and your ability to create impactful solutions for the hospitality industry. My technical background, combined with my leadership experience, positions me to effectively communicate the value of Toast’s platform to potential clients and drive sales growth.  
  
Thank you for considering my application. I would welcome the opportunity to discuss how my skills and experiences align with Toast’s goals. I look forward to the possibility of contributing to your team and helping restaurants thrive through your platform.  
  
Best regards,   
Mehmet Utku ÖZTÜRK