Raul Vasquez III February 1, 2024  
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1.251.366.2813  
  
Siemens Corporation - attn: Hiring Manager  
300 New Jersey Avenue, Suite 1000  
Washington, D.C. 20001  
  
Dear Hiring Manager,  
  
I am excited to express my strong interest in the Building Automation Account Executive position at Siemens -- this role aligns perfectly with my professional journey, goals, and personal interests. My sales career has spanned nearly two decades across both the telecommunications and financial services sector. This experience has afforded me success and expertise in full-cycle sales, business development, and strategic planning. I have consistently achieved sales targets, secured strategic accounts, and earned recognition as a leader by driving the success of my peers in both industries.

I possess a unique skillset developed through my personal ventures in IT, electronics, programming, and IoT / home automation projects. I can credit much of my professional success due to melding these technical abilities together with my sales and leadership skills. I have applied this unique coupling of knowledge by developing custom tools, applications to automate and/or simplify many tasks and business processes surrounding customer interactions, data analysis, and marketing integrations. This enables me to think critically and devise creative solutions for clients, setting me apart from my sales peers.  
  
I am extremely adept at developing sales pipelines through strategic outreach, prospecting, and leveraging my network. I have independently generated 100% of my sales opportunities through strategic outreach, prospecting, and leveraging my network. I am recognized as a statewide contact for renovation financing, and I have developed a strong network outside of my company with contractors and builders due to my success within that niche. My ability to establish productive relationships with key stakeholders and decision-makers, both internally and externally, would enable me to further market awareness and enhance customer relationships in Siemens target markets.  
  
My educational foundation lies in Business Entrepreneurship, combined with my knowledge in the IT and Computer Science space affords me a multidisciplinary perspective that aligns with Siemens’ goal of “combining the real and digital worlds”. This background helps me to understand and relate to the challenges that business owners face, and tailor custom solutions to fit their needs. My experience in sales, technology, along with my proven track record of being a self-starter who achieves results, makes me confident in my ability to exceed the expectations of the role.  
  
I am enthusiastic by Siemens’ commitment to becoming an industry leader in Smart Building Infrastructure. I appreciate the opportunity to contribute to my community while working in the dynamic and collaborative environment that Siemens embodies. The prospect of leveraging my own skills to drive growth, extend customer relationships, and further Siemens’ mission is genuinely exciting and aligns strongly with my personal goals.  
  
Thank you for considering my application. Enclosed is my resume, which provides further insights into my professional journey. I am eager to discuss how my experiences align with Siemens’ objectives and contribute to its ongoing success. I look forward to connecting with you to discuss this opportunity in more detail.  
  
Sincerely,

Raul Vasquez III