

Dear Hiring Manager,

I am writing to express my interest in the Sales Development Representative (SDR) position at Solvo Global SAS in Mérida. With bilingual English skills, a strong background in client-facing roles in the veterinary pharmaceutical industry, and extensive experience managing complex projects, I am confident I can create qualified opportunities for your sales team.

Earlier in my career I led commercial and export activities for a veterinary pharmaceutical laboratory and later ran my own veterinary pharmaceutical microenterprise. In these roles I prospected and grew a client base, launched new products, coordinated with cross-functional teams, and provided ongoing customer service, which taught me how to understand customer needs, explain technical solutions clearly, and follow up consistently to close business.

Throughout more than 30 years in operations and program management I have learned to work with structured processes, CRMs or data systems, and to keep information organized and up to date, which translates directly into disciplined pipeline and activity management as an SDR. I am comfortable making outbound calls, sending targeted emails, and engaging prospects on LinkedIn, and I welcome continuous coaching to refine messaging and improve conversion rates.

The location of your Mérida office is very convenient for me, and I am available for both on-site and remote work aligned with U.S. Central Time. I am motivated to start in an SDR position, contribute quickly to lead generation and qualification, and over time grow into a closing role within Solvo Global SAS.

Thank you for considering my application. I would welcome the opportunity to discuss how my pharmaceutical commercial experience, operational discipline, and language skills can support your sales objectives.

Sincerely,

Sergio Muñoz de Alba Medrano