

December 8th, 2023

To Whom It May Concern,

I am writing to express my interest in the Technical Sales Engineer position at Ecobee. As a self-taught web developer and a hospitality professional with over 12 years of experience, I believe I have the skillset, technical knowledge and soft skills to be able to deliver on your sales objectives for this role and would be a great culture fit as well.

I am an entrepreneur at heart having run my own small wine subscription business during the height of the COVID-19 pandemic and have spent the last year and a half leading the revenue and business growth of a small but thriving wine shop in downtown Toronto. I've led the expansion of this business into new sales channels such as UberEats and our wine club subscription program that launched in November.

I am a certified sommelier and therefore am adept and in fact enjoy learning esoteric concepts and diving deep into the minutia of product development which I believe has translated well into my transition into the technology industry.

My current personal project is a SaaS BI dashboard targeted towards the hospitality industry called Dashi (affectionately named after the Japanese fish stock). Using intuitive drag-and-drop functionality, Dashi will be able to parse and extract data from pdf, csv, png and jpeg files such as invoices and sales data into UI tables for users to manipulate to their needs for effective shareholder reporting and operation performance tracking. I plan to use Google Cloud Platform's Document AI API to handle the file parsing, React and Fastify are my front and backend frameworks respectively and I'll use PostgreSQL as my relational database.

I am confident in my ability to learn quickly and adapt to new challenges, and I am excited about the opportunity to join a team of experienced sales associates at Ecobee. I believe that my passion and dedication to working with people combined with my eagerness to learn and grow as a web developer, make me a strong candidate for this role.

On a personal note, I am an avid gamer, recreational powerlifter, wine sommelier (as mentioned) and guitarist which I feel showcases my ability and passion for continual learning across a broad range of disciplines! Thank you for considering my application. I look forward to the opportunity to contribute my skills and enthusiasm to your team.

Sincerely,

Brian Davies