

Summer Shields

Long Beach, California 90802
summerjustice@gmail.com | 714.369.4418
www.linkedin.com/in/summerjusticeshields/

1/10/2021

Summer Shields
Senior Inside Sales Representative
Verizon Connect
9868 Scranton Rd.
San Diego, CA, 92121

Dear Hiring Manager:

Intrigued by the prospect of joining the **Zuora** team as your next **Customer Success Manager – Renewals**, I encourage you to review the enclosed resume. As a highly driven and resourceful professional backed by more than 8 years of experience in technology sales and leadership, I am certain that my qualifications will exceed your expectations.

Having cultivated an excellent record of success throughout my career—most recently producing significant results for Verizon Connect as a Senior Inside Sales Representative and Customer Success Manager—I have been acknowledged as a goal-focused expert always ready to go above-and-beyond to achieve corporate objectives. Additionally, my talents in developing a loyal customer base while being an effective member to your team will allow me to immediately excel within your organization.

The following is just a small selection of my qualifications and accomplishments:

- 3+ years of account management, upsell, cross-sell, and contract renewal experience.
- Proven ability to navigate strategic partnerships and successfully engage customer stakeholders.
- Consistently exceed company goals and objectives; recognized by senior management on multiple occasions with annual awards and recognition.
- Effective communicator and relationship-builder with superior detail orientation who gathers and shares information effectively across all management, department, and discipline levels.

My keen attention to detail and commitment to accuracy will be of great value to enhancing your bottom line. I look forward to meeting with you to discuss this opportunity and my qualifications in detail. Until then, thank you for your kind consideration.

Sincerely,

Summer Shields
Enclosure