

Summer Shields

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Summer Shields
Sales Account Representative
Verizon Connect
20 Enterprise Ste 100
Aliso Viejo, CA 92656

Dear Hiring Manager:

I'm highly intrigued by the prospect of joining the Talkdesk team as your next Customer Success Manager and I encourage you to review the enclosed resume. As a highly driven and resourceful professional backed by more than 7 years of experience in SaaS sales, customer success, 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 Sales Executive and Customer Success Manager before that—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:

- Consistently exceeded company goals and objectives; recognized by senior management on multiple occasions with annual awards and recognition.
- Leveraging social media to maximize expansion goals and expand market share.
- Trained in Challenger Sale methodologies and proficient at reframing discussion to facilitate effective client dialogue.
- 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