

Summer Shields

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Summer Shields
Strategic Account Manager
Formstack
11671 Lantern Rd., #300
Fishers, IN, 46038

Dear Hiring Manager:

Intrigued by the prospect of joining the GitLab team as an Mid-Market Account Executive, I encourage you to review the enclosed resume. As a highly driven and resourceful professional backed by more than 9 years of SaaS and technology experience in sales and leadership, and 15 years of sales experience; 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 Formstack as a Strategic Account Manager—I have been acknowledged as a goal-focused expert always ready to go above-and-beyond to achieve corporate objectives.

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

- Proven ability to grasp basic DevOps practices and the cultural shifts this represents.
- Effective communicator with experience navigating challenging customer conversations involving hard-to-understand concepts and deployment options.
- Consistently exceed company revenue goals and objectives; recognized by senior management on multiple occasions with annual awards and recognition.

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