

## **Danielle Ingram, B.Sc.**

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Mr. Paul Buckingham  
Human Resources Director  
Pharmaco Inc.  
1447 Hartsfield Avenue  
Kalamazoo, MI 49024  
USA

### **Re: Vice President, Sales**

Dear Mr. Buckingham:

Success in sales is measured by results! I will provide significant results for you!

During my performance-driven career, I have been recognized for my ability to meet and consistently exceed high targets and have been applauded for my work in catapulting sales and expanding market share. Recruited to progressively challenging and responsible positions, I have had diverse opportunities to contribute to corporate growth and profitability.

I can offer Pharmaco Inc. the following skills:

- **Leadership** – Strong track record of building teams. In my current position as Vice President Ontario Sales, I was faced with a challenging task of rebuilding a demoralized and underperforming 24-person team. I initiated radical changes, hiring results-driven, ambitious sales professionals who are currently delivering sales at 15% over quota. They thrive and grow under my leadership, motivation, training and guidance.
- **Account Development** – Persistent pursuit of opportunities has afforded me recognition; I have achieved rapid results by building open rapport with clients in a highly competitive market.
- **Sales** – I thrive on challenges, I actively seek innovative ways of selling and vigorously pursue all opportunities. I'm patient, know how to negotiate collaboratively, and am acknowledged for an above average customer retention.
- **Business Planning/Goal Setting** – By nature, I'm an achiever. I set and maintain high standards and expect my team to follow my lead. I possess sound business acumen and am well versed in all facets of business operations.

Most significantly, I have positioned my employer as the market leader in all my appointments. In short, I will work diligently to reposition Pharmaco as the pharmaceutical leader in the cardiovascular sector.

I am willing to relocate to the U.S. and have a Green Card. This opportunity excites me! As such, I would welcome a personal interview to explore our mutual interests. I await your call.

Sincerely,

Danielle Ingram, B.Sc.

attach.