

To The Enterprise Account Team at Grow Works,

I am writing to express my interest in the Enterprise Account Manager role at Grow Works. As an experienced and results-driven Account Manager, I am confident that I can make a valuable contribution to your team.

In my previous roles as an Account Manager, I was able to successfully manage a portfolio of accounts, generating an average of \$1 million in annual revenue. My exceptional communication skills and ability to build strong relationships with clients allowed me to increase customer retention rates by 20%. I have a proven track record of identifying opportunities for growth, creating strategic plans to address them, and delivering outstanding results. I am well-versed in the latest industry trends and have a deep understanding of how to effectively position products and services to meet customer needs.

You may notice a career gap in my resume. I was part of a restructuring at my previous company where 15% of the organization was let go. I have used this time to narrow my career focus and hone my skills for an Enterprise role. For example, I've taken several courses on relationship building, sales, and marketing. I've also obtained certifications to strengthen my knowledge of the industry and stay ahead of the competition. These courses and certifications have provided me with a comprehensive understanding of the latest marketing and sales techniques, which I have used to drive sales and achieve outstanding results.

I know how important culture is at Grow Works. In my previous role, I placed a large focus on creating a positive work environment where colleagues and team members felt valued and supported, and I am committed to fostering a culture of collaboration, accountability, and results in my future roles too.

I am excited about the opportunity to bring my skills and experience to your company. I am confident that I have the necessary qualifications, passion, and drive to be an asset to your team. I look forward to the opportunity to further discuss my qualifications and how I can contribute to the success of your company.

Thank you for considering my application. If there is anything else I can provide from my side that would be helpful, please don't hesitate to ask. I'm wishing you a ton of success with this hire and the year to come!

With Gratitude,

Isaiah Taylor