

Good essay about hiring manager

[Business](#), [Company](#)



VonKohn Search Group, Inc

Buffalo, New York 14204

Dear Hiring Manager,

I am writing this letter to apply for the Pharmaceutical Sales/Territory Manager position that you have posted in Careerbuilder. com last July 15. I believe that your client, a biopharmaceutical company, would find my skills and experiences relating to pharmaceutical and sales industry suitable for the job that they are offering.

The opportunity, benefits, and responsibilities listed for the job offer are very interesting. I am certain that my strong management and sales experience in the pharmaceutical industry make me a truly competitive candidate for this position. Below are two of my key strengths that will allow me to successfully perform the job:

I have spent several years in the sales industry, achieving and exceeding sales target of the companies I previously worked with.

My experience as a Sales Account Manager allows me to grow my knowledge on developing and executing business marketing strategies.

With my sales and management experience with pharmaceutical companies, I now have a full understanding of how the industry works, which will be very useful for the position as a Territory Manager. For further reference, attached is my complete resume.

Sincerely,

MEMORANDUM

This memorandum serves as an explanation of how my application letter and resume are adapted for the job offer for Pharmaceutical Sales/ Territory Manager posted by the VonKohn Search Group, Inc.

First of all, I made sure that the skills and experiences that I focused on suit the experiences and skills that the company I am applying for needs. The biopharmaceutical company is looking for someone who has a previous selling experience, a highly persuasive selling skill, a strong work ethics, and an excellent verbal communication skill. In my application letter and the resume, these skills are highlighted. For instance, as one of my key strengths, I have specified my sales experience in the application letter. Letting the company know how I have exceeded sales target will clearly show how I am able to demonstrate persuasive selling skills and effective communication skills. In addition, because the company is looking for a Territory Manager, one who can manage pharmaceutical sales territory as a business, I also highlighted my account management skills, both in my application letter and in my resume. One of the key strengths that I listed in the application letter is my experience as a Sales Account Manager, while the same position comes first in the “ Career Track” section of my resume. This would allow the company to see right away that I possess the experience and management skills that they require for the position. Most importantly, I mentioned that my past experiences were with pharmaceutical companies because the company which offers the job is a biopharmaceutical company, aiming to maximize sales of their pharmaceutical products. On the other hand, I opted not to highlight my experiences that are not

directly related to the job I am applying for. These are my past experiences as a Cashier/Floor Associate and a Data Entry Technician. As you can see, these were not mentioned in the application letter. However, since I also performed well in these positions, I decided to include these in my resume, too.

For a complete reference of the job opening that I am applying for, you may visit this link: [http://www.careerbuilder.com/jobseeker/jobs/jobdetails.aspx?APath= 2. 21. 0. 0. 0&job_id= JHM6C272VNFR2JX8NZT&showNewJDP= yes&IPath= JRKV0C](http://www.careerbuilder.com/jobseeker/jobs/jobdetails.aspx?APath=2.21.0.0.0&job_id=JHM6C272VNFR2JX8NZT&showNewJDP=yes&IPath=JRKV0C)

Thank you!