

CHRIS HOCKEY

14526 N. Sherman Street | Denver CO 80210 | 720-333-4444 | chock18@gmail.com

February 7, 2010

Angela Southpaw
Chief Marketing Officer
ABC Corp
1222 Broadway, Suite 1000
Denver, CO 80202

RE: Sales Director

Dear Ms. Southpaw

Luke Swathly suggested I forward my résumé to you in consideration for the Sales Director position with ABC. It is with great interests and enthusiasm that I submit the enclosed information for your review.

Briefly stated, my credentials include:

- ❖ Consistent high achiever.
- ❖ Proven methodologies in consultative/solution selling.
- ❖ Experience in managing all aspects of building and maintaining a sales pipeline.
- ❖ Strong prospecting skills and closing techniques.
- ❖ Series 7 License – Expired. Confident in rewrite renewal.

Perhaps summarizing the value I bring to ABC might best be described by an executive I recently reported to:

“Chris’s native intelligence for sales and marketing is among the best I have seen. He is highly intelligent and has good analytical and communication skills. Chris is both a team player and a dynamic leader, a bottom-line professional who wins the respect of others through his integrity and dedication to success.”

James Sullensmith
Director of Sales, Timmons Leasing

The attached résumé outlines in greater detail my background and experience in the financial services business sector and my contributions to our local community and charities. I look forward to sharing more details in an interview. I am available at your request. Feel free to contact me at the above-referenced phone number.

I truly appreciate your consideration.

Sincerely,

Chris Hockey

Enclosure