

Charmaine Hitzman

Account Manager

Dear Therisa Siebels,

I am thrilled to submit my application for the Account Manager position at Salesforce. The opportunity to join such a dynamic and innovative company aligns perfectly with my career aspirations and expertise.

With over six years of experience at HubSpot, I have honed my skills in managing client relationships and driving growth. My background in tech sales and marketing has prepared me to excel in a fast-paced environment like Salesforce.

Some key achievements from my previous roles include:

- Spearheading a project that led to a **30% increase in client retention** within the first year.
- Successfully managing a portfolio of over **\$5 million**, consistently exceeding quarterly sales targets.
- Implementing a new CRM strategy that improved team efficiency by **20%**.
- Leading a cross-functional team that developed a client onboarding process, reducing onboarding time by two weeks.

In addition to my achievements, I have a knack for strategic thinking and hold a certification in Advanced Sales Techniques. My leadership style is collaborative, fostering team environments that thrive on creativity and results.

Additional qualifications include:

- **Certified Salesforce Administrator**, which has deepened my understanding of Salesforce's platform.
- Awarded the **HubSpot President's Club** recognition for outstanding sales performance.
- Active member of the professional community, organizing quarterly networking events for industry professionals.

Salesforce's commitment to innovation and customer success deeply resonates with me. Their recent initiatives in AI and sustainability reflect values I hold dear, and I am eager to contribute to a team that prioritizes both technological advancement and ethical responsibility.

I am excited about the possibility of bringing my unique skills and experiences to Salesforce. I look forward to the opportunity to discuss how I can contribute to your team.

Warm regards,

To

Therisa Siebels
Salesforce
400 Alexander Park Drive,
Princeton, NJ

From

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