

MEREDITH JOHANSEN

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Chenise A. Truitt
VP Sales & Marketing
Global HR Outsourcing Inc.
275 Industrial Parkway
Cincinnati, OH 45201

Dear Ms. Truitt:

Are you getting all the new accounts you expect? Would you like to take an enormous jump towards elevating sales in a down economy? Several things you said in your ad for a Director of Sales suggest you are already considering someone like me.

I am credited with significantly impacting bottom-line profitability by amplifying sales and growing market shares. I excel at turning around underperforming regions, implementing best practices, and developing exceptional leaders. I'm recognized as a valuable resource often recruited by senior leadership to spearhead special projects.

My resume demonstrates my fast-track progress to Regional Sales Manager, the position I have held for more than four years now. When I took over this position, the Ohio region was seriously underperforming. I turned around the region and repositioned it from last place to first place in four years. As Regional Sales Manager, I increased revenues to more than \$40 million, and they are steadily rising.

I hire the right people for the right job, implement a strong business plan, make my expectations clear, provide excellent training, and track the numbers. I lead by example and build strong teams. In 2008, my entire sales team was recognized for their efforts. Most importantly, client satisfaction is paramount. I travel to meet my customers in person and I am recognized by them for initiating innovative solutions to challenging problems.

Although secure in my current role, I am interested in a more challenging position. I'm also willing to relocate for the right opportunity—one that provides a way for me to continually add positive impact and grow with the business. I would appreciate the chance to talk with you further to discuss your goals. Please call me at (513) 222-2345 to schedule a meeting at your convenience. Thank you for your time and consideration.

Respectfully,

Meredith Johansen

Enclosure