

Dear Hiring Manager:

Intrigued by the prospect of joining UCSF's team as your next Digital Communications Manager, I encourage you to review the enclosed resume. As a driven and resourceful customer success and account manager backed by 10+ years of experience in client services, team building, and business development, I am confident that my qualifications will exceed your expectations.

Throughout my extensive career, I have established a reputation as a transformational leader who is driven by challenge, undeterred by obstacles, and committed to furthering standards of efficiency, excellence, and client satisfaction. My expertise encompasses all aspects of sales, key account management, and implementing effective business strategies; from controlling costs and maximizing revenues to harnessing team strengths to improve companywide performance. Further, my ability to build consensus among executive teams and stakeholders to promote transparency and influence positive change has been repeatedly proven. I look forward to bringing these strengths and more to the team at UCSF.

Please consider the following highlights of my qualifications:

- Track record of turning around and optimizing underperforming teams by utilizing effective leadership skills and implementing high-impact sales growth strategies based on data, experience, and business acumen.
- Proven history of triggering significant increases in sales, business growth, and market share in previous positions; outstanding coach and team builder.
- Highly experienced at guiding the focus, alignment, and creation of effective learning strategies with key stakeholders across functions, departments, subsidiaries, and business units.

I look forward to meeting with you and learning more about your goals for this position and UCSF. Until then, thank you for consideration.

Sincerely,

Kenton J. Knoepfler