

GEOFFREY OWEN

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Digital CV: <https://gowenplaces.com/professional-experience>

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One Microsoft Way
Redmond, WA 98052

Dear Microsoft Recruiting,

I am very interested in the Technical Account Manager role at Microsoft. After reading through the job responsibilities, I am confident my experience positions me as a perfect candidate for this role. Being a tech-savvy professional who has excellent interpersonal skills, I am certain I would make a valuable addition to your organization.

With more than seven years' experience operating, selling, and supporting Microsoft products and services, I am adept in customer-relationship management, identifying value-added services, establishing win-win agreements, and aligning products to business needs. With this background, I am well-experienced in engaging new clients, negotiating services, and giving presentations to prospective customers. Moreover, while my on-the-job experience has afforded me a well-rounded skill set, including organizational and team leadership abilities, I excel at:

- Coordinating creative development with customers and partners.
- Supporting clients 24/7 to ensure all needs are met.
- Overseeing simultaneous projects and responding to changing requirements.
- Communicating with individuals and groups.

As a previous Support Engineer and consultant for Blueprint Technology, I have had experience working with multiple customers and projects at once. It was my job to make sure I developed a strong relationship with my customers and coworkers, ensuring I understood their needs and was able to offer solutions to their problems by proposing unique and innovative solutions.

In addition to my experience and personal qualities, I have a solid educational foundation and a passion for project management. I am extremely enthusiastic about Microsoft's focus on "Cloud-First" and would welcome the opportunity to contribute to your profitability, delivery, and support of Microsoft Enterprise Services.

Please review my attached resume and supporting documents for additional details regarding my expertise and future Microsoft and industry certification courses scheduled to prepare and better execute the responsibilities of a Technical Account Manager.

I will note, to prepare for this role as a professional student, the following certification classes and exams have been scheduled and will be complete within the next 90 days:

- Certified Scrum Master® (CSM)
- ITIL® Foundation Certification
- CompTIA Project+

Thank you for your time. I look forward to discussing this further at an interview.

Sincerely,

Geoffrey Owen