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| **Steve Ulrich** | [steveulrich2@gmail.com](mailto:steveulrich2@gmail.com) • (818) 625-5508  [Portfolio](file:///C:/Users/HP/Downloads/accountmanagementplus.com) • [LinkedIn](https://www.linkedin.com/in/therealsteveulrich/) • Moorpark, CA 93021 |

Dear Hiring Manager:

With recognized expertise in account management, sales, team, and business operations leadership, I am enthusiastic to present my enclosed resume for your review. If your organization is seeking a highly motivated and talented senior professional to oversee key business functions, then please consider my qualifications for your Account Manager position.

Throughout my career—including my most recent role with lilikoi agency as a Director/Account Manager—my focus has been on driving operational efficiency and bottom-line profitability, and my achievements reflect my success in those areas. Strongly self-directed, with a drive to continuously improve my team’s performance, I am able to select, train, motivate, and grow exceptional teams. With a natural talent for identifying inefficiencies and a record of turning around under-performing operations, I offer great value to your organization.

Please consider the following highlights of my achievements:

* Drove $100K in monthly revenue for clientele by developing and executing SOPs, navigating team, and ensuring optimal utilization of creative resources.
* Provided oversight to $800K revenue accounts via remote control during the pandemic; demonstrating a strong foundation in product familiarity and maintaining client portfolios.
* Amplified customer satisfaction, retention, and business outcomes through exceptional team leadership while establishing complete adherence to company vision.

As a goal-driven professional, my focus is on empowering my teams to excel in fast-paced, highly demanding environments. Through formal training and on-going coaching, I am able to provide my staff with the resources, tools, and knowledge necessary to produce superior results. Additionally, I am adept at understanding complex business landscapes, analyzing challenges, and developing lasting solutions to reduce risk, drive operational excellence, and positively impact the bottom line.

It would be a pleasure to provide further details about my background in relation to your Senior Account Manager opportunity, and I would welcome the chance to learn more about your current and future needs. Drawing on my hands-on, charismatic leadership style and wide-ranging accomplishments, I believe that I will positively contribute to your vision and objectives.

Sincerely,

Steve Ulrich