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Dear Sir/Madam,

Re: Cover letter

I believe I am a suitable candidate for any role as my seven years' experience in Pharmacy IT at Positive Solutions Ltd (PSL) - my 5 years at SDG (Littlewoods) and all the other office & home-based jobs has provided me with key skills that would allow me to "hit the ground running" from day one. At PSL my territory was national and was telephone based, so I have a good knowledge of the pharmacies and the decision makers. I have a successful track record of regularly exceeding my sales targets both at PSL, SDG & Concentrix (Vodafone) whilst managing current customer accounts to a high level of satisfaction and also generating new leads from minimal information.

My account management is quite diverse; I managed single sites through to groups in excess of 500 sites (at PSL) - Managing these accounts well has then enabled me to up sell additional PSL products and services to many and at SDG knowledge of everyday items that "Mrs Jones" may be interested in has proved to be a valuable tool that was used over and over again.

I have a good understanding of the various PMR, EPoS, Central Order Factoring Solutions and automation providers to ensure my finger is always on the pulse. I am a firm believer in the fact that "The more you know then the better you will be prepared for whatever the future holds in all aspects of life and work"

As a natural leader and a team player, I enjoy coaching fellow team members, providing past experiences using examples of my work and detailing my success stories and how they were achieved. This is a method that has and will improve production a great deal.

Kind Regards,
Martin Ian Buckley.