

Date: Thursday, May 14, 2020

To,

Mrs. Bremer
Valensina GmbH
Germany

Sub: Job Application for key account manager/wholesale and foreign trade clerk.

Dear Sir,

I am writing to you with regards to the possibility of working as a key account manager/ wholesale and foreign trade clerk. I have 15 years of international/regional (gulf) experience in sales and product development. I worked with one of the biggest distributor in Qatar as sales manager and managed brands – **Rauch, Red Bull, VOSS, Berry White and Holsten**. I am an expert in managing off premise channel (retail & Impulse) as well as Horeca (restaurant, Hotels, vendors).

I believe my professional experience and my skills set of excellent communication, account management, sales & business development, innovation and initiative make me best fit for the opportunity and I am sure it will help to increase growth in sales. I am highly skilled in MS Office, leadership, resilience and Team management. My solid background in persuading, convincing, negotiating, problem solving, creativity, prioritization and accountability has allowed me to manage clients with exceptional performance.

Below are few of my key responsibilities where I am highly skilled and proficient.

- **Negotiate terms with the clients as well as suppliers for annual contract and product launch.**
- **Create short product presentation for clients and explain the products advantages.**
- **Implement promotion & marketing activities by collecting relevant market information.**
- **Expanded client base by setting up meetings with the C-Level decision-makers.**
- **Quoted product price to the B2B customers and wholesalers.**
- **Collected market information for developing sales strategies and product pricing.**

My earliest possible entry date would be immediately. I appreciate your attention to this Application and look forward to a positive response from your side. **I speak fluent English and German Language at A2 level.** I am working sincerely to improve my German language skills. I am a fast and willing learner and adapt easily to new environments and new people.

Looking forward to hearing from you.

Regards,

Asim Khan
+49 1745131012