

# ERIC HENDERSON

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May 4, 2008

Dallas Dalrymple  
General Dynamics  
2941 Fairview Park Drive  
Suite 100  
Falls Church, Virginia 22042-4513

Dear Mr. Dalrymple:

My solid sales background, experience in DoD and other federal sales, as well as my success with management and client service, make me an ideal candidate for the VP of sales position that you are currently advertising. Throughout my extensive career, I have proven my motivation, sales expertise, management, and operational skills. For example, during my time as Director, Army Major Programs, and Director, DoD Sales, at FuturaFind, I have:

- Increased unit sales from \$4 million annually to more than \$30 million yearly.
- Boosted backlog from \$3 million in 2001 to \$40+ million in 2004.
- Overseen achievement of more than 50 percent of total company revenue out of three company business units.
- Led growth of the Army team from \$50K in backlog to \$31+ million in backlog in three years, and recently closed a \$15 million contract negotiation that accounted for 45 percent of total company orders in 2006.

Most of my professional experience has been in organizations in which I've successfully led teams to achieve a common purpose. The tools and techniques I have developed from this background apply directly to the skills that a VP of sales needs in your organization: proven leadership skills, strong organizational skills, critical team-building attributes, the ability to guide and direct the appropriate resources to maximize business capture and provide superior customer service, an outstanding track record of building business in the DoD sector, and intimate familiarity with federal government rules and regulations.

My master's degree and military background bolster my qualifications. I am recognized for my energy, agility, and quick thinking/action, as well as for focusing on maintaining an outstanding team emphasizing customer service.

I know I can be a key player on your team, and I would like the chance to prove that to you in an interview. Within a short time of your receiving this letter, I'll contact you to arrange a meeting in which we can discuss how I can guide your company in attaining DoD contracts, but please feel free to call me sooner at the number listed above or e-mail me. I look forward to meeting with you and bringing my talents to your firm. Thank you for your time and consideration.

Sincerely,

Eric Henderson

