

# Kawana Skop

Business Relationship Manager

Dear Irmgard Bohanon,

I am writing to express my genuine interest in the Business Relationship Manager position at Salesforce, as advertised. With a strong foundation in client relationship management and business development, honed over five years of experience at Oracle, I am excited about the opportunity to bring my skills and expertise to your esteemed company.

At Oracle, I had the privilege of managing a diverse portfolio of clients, ranging from burgeoning startups to well-established enterprises. My role involved not only maintaining existing client relationships but also identifying and cultivating new ones, always with a focus on aligning our technology solutions with their business objectives. My dedication to understanding each client's unique needs and delivering customized, value-driven solutions has been the cornerstone of my approach and the key to my success in the role.

In addition to my client-facing responsibilities, I have consistently collaborated with cross-functional teams to drive product improvements and innovate processes that enhance customer satisfaction and retention. My ability to communicate effectively across different levels of an organization and my passion for leveraging technology to solve complex business challenges have significantly contributed to my previous company's growth and client success stories.

I am particularly drawn to Salesforce's commitment to customer success and its reputation for fostering a culture of innovation. I am eager to contribute to such a dynamic environment and am confident that my proactive approach to business relationship management, combined with my deep understanding of software solutions, will make a meaningful impact on your team.

I am looking forward to the possibility of discussing how my background, skills, and enthusiasms align with the goals of Salesforce. Thank you for considering my application. I am eager to potentially contribute to your team and help continue the tradition of excellence that Salesforce is known for.

Warm regards,

Kawana Skop

**To**

Salesforce  
Irmgard Bohanon

**From**

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