

Ozzie Lacerra

Senior Business Development Manager

Dear Neshay Ferkel,

I am writing to express my interest in the Senior Business Development Manager position at Google. With five years of robust experience at Microsoft, I have honed my skills in driving business growth, fostering strategic partnerships, and leading high-performing teams. Having consistently exceeded performance benchmarks through strategic planning and execution, I am excited about the opportunity to bring my expertise to Google, a company renowned for its innovative culture and leadership in the tech industry.

At Microsoft, I spearheaded initiatives that expanded our market share and strengthened our presence in key sectors. My approach has always been data-driven, allowing me to identify and capitalize on emerging market trends effectively. By cultivating a deep understanding of our products, competitors, and customers, I was able to tailor strategies that delivered tangible results, including a marked increase in revenue and successful entry into new markets.

My role also involved close collaboration with cross-functional teams, where I demonstrated my ability to communicate effectively and align diverse groups towards common goals. My leadership in these collaborative efforts not only drove project success but also fostered a culture of innovation and continuous improvement.

I am particularly drawn to the dynamic and forward-thinking environment at Google. I believe that my proactive approach to business development, combined with my dedication to leveraging technology for market advancement, aligns perfectly with Google's mission to organize the world's information and make it universally accessible and useful.

I am eager to contribute to Google's ongoing success by identifying growth opportunities and building strategic partnerships that resonate with your company's goals and values. I am confident that my background, combined with my passion for technology and innovation, will enable me to make a significant impact on your team.

Thank you for considering my application. I look forward to the possibility of discussing how my experience and vision can align with the strategic objectives of Google.

Warm regards,

Ozzie Lacerra

To

Google
Neshay Ferkel

From

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