**Mark Howe (M.B.A.) Cover Letter**

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I am applying for the role of **State Manager**, as advertised and I would like to Introduce you to my experience for further discussion and know I can offer the skills to exceed your requirements based on the role description such as operational business goals into a clear sales strategy to drive the continued growth and success of your business.

I am a Passionate ‘business shaper’ in the building industry with a history of successful business development, astute management of key accounts, building networks and increasing sales.

An accomplished contemporary Manager trained with a Sales and Operations Planning (S&OP) background within commercial manufactured products (F.F&E).Commercial manufactured product development and sales experience in commercial furniture (SEBEL, RAMLER, James Richardson Furniture and S.F.A.) and recently Roca a Spanish producer of bathroom products with presence in more than 135 countries. MBA qualified

Extensive national and global supply chain and multi-site operations experience as evidenced with my state and national roles across building industry and end-user requirements. Positive history of organising and managing tenders and contracts for residential, commercial and government projects. Highly effective leader with well-regarded presentation skills and a deep-rooted passion for identifying the “big picture” and executing plans with excellence.

**Success centered around collaboration, teamwork and client outcomes**:

* Galvanizing the internal and external sales team to focus on delivering the sales strategy
* Identifying and enhancing customer touch points across the end to end process within the branch
* Looking at the portfolio of customers within the value chain and helping to identify who should be targeted and how they should be targeted (also who shouldn't be targeted)

**Why Mark Howe?**

* A Sales Manager that can engage with architects, builders and installers with the ability to gain a deep understanding of the technical elements of your solutions.
* A leader and can drive direction, coach, motivate and manage your team.

Well versed in managing pricing strategies, develop sales and marketing initiatives, and importantly providing an excellent customer experience. Extensive experience within project pipeline management using a CRM (Salesforce, Pronto & MS Dynamics). Contract experience into large commercial projects, Government contracts and supply agreements.

I welcome the opportunity to progress my application into an interview and appreciate your time in reviewing my application.

Kind Regards, **Mark Howe**