

Sunny Rainer-Schulz

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May 28th, 2018

Mr. Brian Stuart
Director, Research and Institutional Sales
STEMCELL Technologies
750 W Pender St
Vancouver, BC V6C 1G8

RE: Scientific Sales Representative

Dear Mr. Stuart,

Thank you for taking the time to review my letter of application. As a scientist, I have expertise in immunology, and as an individual, I bring goal-oriented sales and business development focus to drive bottom line results. I've been looking for a role that would allow me to combine both, and the position as a Scientific Sales Representative at STEMCELL Technologies is an ideal match.

As part of my doctoral research training in the Department of Immunology at the University of British Columbia, I refined my skills in conducting rigorous scientific research, and learned to multitask, self-motivate, and solve complex problems. One of my proudest accomplishments was re-negotiating a contract with one of the vendors that supplied key products to our laboratory and streamlining the frequency of deliveries. As result of my keen observation and communication skills, I reduced delivery costs by 30%, which allowed us to direct funding more effectively.

As the President of Immunology Student Society at UBC, I engineered and revamped the annual Immunology Research Conference and implemented a marketing campaign to increase awareness and interests in the conference by liaising with multiple stakeholders including faculty members, staff, student leaders and external sponsors. I built strategic and timely sales and relationship pipelines to manage and guide my business development efforts, which involved cold-calling, presenting, negotiating and maintaining relationships. My strong interpersonal skills and diplomatic approach to leadership and marketing improved registration and attendance by more than 150% in the past two years.

I am excited for the opportunity to join the STEMCELL Technologies team and facilitate the development of products that can advance scientific progress. I look forward to further discussing my experience and qualifications at a time that is convenient to you.

Thank you for your time.

Sincerely,

Sunny R. Schulz