

## **Sunny Rainer-Schulz**

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May 28<sup>th</sup>, 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. A position as a scientific sales representative at STEMCELL Technologies would allow me to utilize my knowledge of the complexities of immunology and scientific research, and my goal-oriented sales and business development focus to drive bottom line results in your organization.

In order to successfully complete my doctoral research in the Department of Immunology at the University of British Columbia, I've had to develop the ability to conduct rigorous scientific research, but also to multitask, self-motivate, and trouble-shoot. One of my proudest accomplishments was re-negotiating a contract with one of the vendors that supplied key products to our laboratory; no one else had previously identified that by streamlining the frequency of deliveries, we could achieve significant cost reduction, and this optimization allowed for our funding to be used more effectively.

As the President of the my departmental Student Society at the University of British Columbia, I engineered and revamped the annual Immunology Research Conference and implemented a marketing campaign to increase awareness and interests of the conference by communicating and liaising with multiple stakeholders including faculty members, staff, student leaders and external sponsors. My strong interpersonal skills and diplomatic approach in carrying out relevant tasks improved the registration and attendance record by more than 150% in the past two years, respectively. 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.

I am excited for the possibility to join STEMCELL Technologies 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 taking the time to review my application.

Sincerely,

Sunny R. Schulz