

EDWARD KUMAMOTO

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May 1, 2003

Ms. Janice Glassman
Director of Human Resources
ABC Pharmaceuticals, Inc.
789 Lancing Avenue
San Diego, California 92109

Re: Pharmaceutical Sales Representative—Zone 12, Hawaii

Dear Ms. Glassman:

ABC Pharmaceuticals is *Making the World a Healthier Place*. I can help you do exactly that.

Recently I “rode” with a pharmaceutical sales representative here in Honolulu and quickly understood that, in addition to excellent product knowledge, building and maintaining relationships with physicians is key. I offer you the skills and background to handle this job.

My résumé details a proven record of utilizing **communication and presentation skills** in various capacities in both the airline industry and as a member of the media. My **bachelor’s degree** is in Journalism and I enthusiastically believe that this supplements my communication and presentation skills perfectly.

Your advertisement states that the ideal candidate will have outside sales experience. Although I have not held an outside sales position, I have sold duty free products on international flights while employed as a flight attendant. Volume averaged between \$1,200 and \$1,500 per flight, generating revenue in the millions of dollars for the company.

There is one very important piece of information my résumé does not tell you. I was **born and raised in Hawaii**. I took it upon myself to leave the islands, living and traveling extensively throughout the mainland United States and around the world. Through these experiences I acquired the ability to relate to all types of people.

Hawaii is a melting pot of inhabitants native to our islands, like myself, and of folks from all over the world. I offer ABC Pharmaceuticals the ability to relate to, and to build relationships with, your physician customers here in our unique island communities.

I look forward to speaking with you soon and will gladly make myself available for a telephone or teleconference interview.

Sincerely,

Edward Kumamoto

Enclosure: Two-Page Résumé