

Date

Mr. or Ms. Name (If unknown, address to Hiring Manager)

Position Title (if known)

XYZ Company

Address

City, State Zip

Dear Mr. or Ms. Name (or Hiring Manager):

- Hemophilia occurs in about 1 of every 5,000 male births in the U.S. and affects over 350,000 people worldwide -
- Obesity is increasing the severity of hemophilia and is strongly associated with joint mobility limitations -
- Roughly 9% of the population in Mexico has diabetes -

These are grim statistics. Yet, I am optimistic.

For one, XYZ Company plans to launch ABC Program in 2015 to combat Hemophilia. Secondly, it continues to engage projects through its World ABC Foundation. Furthermore, it is seeking to file for regulatory approval for its new formulary drug in Mexico.

I want to be a part of this solution and I am confident that I can impact XYZ Company's continued success.

I don't state this claim lightly. I take my role in improving our community's health very seriously.

In fact, I've developed a reputation for going above and beyond to bring critical pharmaceutical products to market and educating physicians and patients in a broad spectrum of therapeutic areas, such as:

- ◆ Diabetes
- ◆ Epilepsy
- ◆ Endocrinology
- ◆ Neurology
- ◆ Alzheimer's
- ◆ Parkinson's
- ◆ Biotech Immunology
- ◆ Infectious Disease
- ◆ Arthritis
- ◆ Pulmonology
- ◆ Oncology
- ◆ Urology

My extensive clinical knowledge combined with my caring approach to understanding needs has enabled me to develop targeted value propositions and establish trusting relationships with key stakeholders throughout:

- ◆ Hospitals
- ◆ Physician Practices
- ◆ OBGYN Offices
- ◆ Home Health Organizations
- ◆ Long-term Care Facilities
- ◆ Med-Surg Units
- ◆ Specialty, Retail & Hospital Pharmacies
- ◆ Materials Management/Purchasing Departments
- ◆ ICU/CCU Nursing Units

From a business perspective, I have progressed through a series of Specialty Sales Rep and Consultant positions, developed physician direct-to-consumer marketing strategies and successfully secured product formularies, launched and re-launched vital drugs and led pull-thru strategies that grew territories past goal.

The attached résumé details further my experience, results and achievements. I am eager to continue this stride at XYZ Company and while I believe I meet the requirements of your Community Specialist position, I'm more interested in exceeding your expectations.

In this regard, I will contact you shortly to arrange a convenient time to discuss how I may best serve your next mission. However, should you have an immediate need to connect, please feel free to call me at (888) 555-1212.

Thank you for your time and consideration. I look forward to speaking with you soon.

Sincerely,

Michelle S. Tracer