

# Hailey Chapman

1010 NE Monroe ST Pullman, WA 99163 | 425-941-9435 | hailey.chapman@wsu.edu |  
<http://www.linkedin.com/in/haileychapman>

February 12, 2017

Jackson Family Wines  
425 Aviation Blvd  
Santa Rosa, CA 95403

Dear Hiring Manager:

As a student at Washington State University (WSU), studying Wine Business Management, I am interested in applying for the Account Sales Executive position at Jackson Family Wines. This available position was brought to my attention on CougLink and I was immediately intrigued at the opportunity to work in the sales department for an industry leader such as Jackson Family Wines.

I am interested in being the next Account Sales Executive for your company because I believe that it will further my management skills and will give me excellent experience in promoting beverage sales around the west coast. I have worked six years at retail companies including Zumiez and Abercrombie & Fitch. While working retail, I have developed upselling and personal communication skills, and I find excitement in doing my best for the betterment of the company. I have learned a great deal during my experience in retail including the importance of being personable in order for every customer to leave the store happy, multi-tasking, using creativity for window and store displays, and promoting sales and events.

Last summer, I had an amazing and rewarding opportunity to participate in an exchange program in Toulouse, France where I studied French wine and agriculture. During the last portion of my trip, I interned with a French family on their vineyard in the Bordeaux region. Some of the daily tasks of my internship included putting together orders to distribute to stores and customers around the region, and executing crop management, harvest, and production practices. I even had the opportunity to participate in the process of planting a new varietal on the vineyard.

I believe that my past experiences will give me great advantage to being a successful Account Sales Executive at Jackson Family Wines and will make me an asset to your team. I will be contacting you in the next week to ensure that you have received all of the attachments in this document. Thank you very much for your consideration.

Sincerely,

Hailey A. Chapman