Dear Sir/Dear Madam,

With extensive hands-on IoT/RFID technology experience that includes successfully developing global strategies to successfully boost revenue and market share growth for major technology companies, I am now seeking the opportunity to use my skills and experience in a company like XX.

Possessing a wide network of global contacts and key client relationships developed through consultations and project leadership at over 100 end-user companies, I have been able to achieve highly successful outcomes in IoT/RFID technology development and implementation.

Having polished communication and interpersonal skills to build and nurture strong and profitable relationships with C-level clients as well as OEM’s, distributors, VAR’s, and systems integrators, I believe I can help to elevate your IoT/RFID technology initiatives to the next level. My roles in the past have included Director, RFID Industry Solutions Group - Europe, Middle East & Africa for Zebra Technologies (and former Motorola Solutions) and VP, RFID Business Development for Seeburger AG.

A sample of my contributions includes:

* Providing key input to sales teams in over 55 IoT/RFID projects for clients that included Beaumanoir, Burberry, H&M, the UN and Yara.
* Developing the partner strategy and leading executive support for a proof-of-concept of the Zebra’s largest RFID prospect in Fashion Retail with predicted RFID related turnover of over €100M.
* Assembling and leading a high performance team that elevated the RFID unit into one of Germany’s premier solution providers.
* Pioneering the creation of the RFID Tags for Free concept, a managed solution model charged on pay per use.
* Advising and coaching over 100 end-user companies and conducting over 200 RFID technology workshops and presentations reaching over 10,000 people globally.

For a more detailed presentation of my skills and background, please review the enclosed CV and feel free to contact me at your earliest convenience. Thank you in advance for your consideration and I look forward to your call.

Sincerely,

Stephane Pique