Employer's Name \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
Company \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
Address \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
 (City, State, Zip)  
  
Dear (salutation) \_\_\_\_\_\_\_\_\_\_\_\_\_\_Last Name,   
  
  
A successful consultative sales person has the ability to develop and nurture long-term relationships. My success in this area is well documented.   
  
  
My customers will tell you I am efficient and organized, excellent at building fostering mutually beneficial relationships. My supervisors look at the bottom line and acknowledge my overall contributions to the company.   
  
Although my enclosed resume is practical in nature, it cannot convey the full level of my eagerness to undertake new challenges. I would like to continue my successful growth in the field of pharmaceutical sales. You will find that I am a rapid learner with a great deal of excitement and enthusiasm in all my endeavors.   
  
I know I will make a positive contribution to [Company Name ], and look forward to discussing my capabilities in more detail. I am available for a personal interview at your convenience. I know you are busy, and have many applications to review, so please let me know if you wish to further discuss your requirements and my ability to meet them. Thank you for your time and consideration.   
  
  
Sincerely,   
Your Name \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_