

**MARY JONES**

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Date

Dear Executive Recruiter:

I am in the process of seeking a software development leadership position where I can use my skills in:

- **Product development** – managed a number of large software projects where the product was delivered on time and met the highest quality standards in support of \$5 billion in sales.
- **Team selection** – recruited software and firmware developers, test engineers and product managers developing PC asset and network management software, printer drivers, Windows application, utilities and firmware impacting 65 PC models.
- **Negotiations** – saved more than \$15 million by renegotiating existing contracts as well as purchasing new software and consulting services that were bundled with company products valued at \$300 million.
- **Strategic planning** – defined future product strategy and roadmaps for a \$55 million division that included hardware and software product strategy.
- **Technical management** – managed development teams, implemented source and copyright protection systems, increasing development efficiency by 75%.

If you are seeking a proven software/applications professional, I would welcome your call.

Sincerely,

Mary Jones

Enclosure: resume