**Benjamin Smith, MBA**

+phone | email| residence

Date

Name

Title

Company

Re: Penetrating Japanese markets

Dear [Name]:

With extensive experience and success on the ground in Japan building robust pipelines and promoting sales of Aerospace, Defense, and National Security Technologies and systems, I am confident I possess the skills and qualities you seek for the position of VP Business Development.

As a Business Development leader in Japan for [aerospace company], I transformed a minimal, stagnant market presence in Japan into a **diversified multi-sector pipeline of qualified leads valued at $4.5B.**

Prior to that, for another defense contractor, I drove strategy development for C42SR systems and **won the competition for the $175M contract** that became our **point of entry into the Japan market.**

If you would like to know more about how I can add value to your Business Development team, I welcome the opportunity to meet with you in person. Thank you.

Sincerely,

Benjamin Smith