

Michael K. Cranford

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Positive Attitude... "Can-do" Spirit

Mr. Joseph Carlson
Executive Recruiter
Frederickson, Inc.
1630 Sherman Avenue
Chicago, IL 60201

May 9, 2009

Dear Mr. Carlson:

My breath of technical expertise coupled with my proven team building and leadership skills make me an excellent choice for a variety of roles. My career is a progression of continuously increasing responsibilities, expectations, and challenging positions. I have met each challenge with determination and enthusiasm, and have succeeded at each endeavor as evidenced by the numerous and substantial business results documented in my enclosed résumé.

I am flexible in the search for my next opportunity, and open to any opportunity that will leverage my knowledge and experience in managed-care and workers' compensation. I have proven my expertise in a number of areas including,

- **Marketing** experience includes developing and marketing a portfolio of unique managed-care products and services, with my team winning corporate Innovation Award within one year of start-up.
- **Management** experience includes people management that ranges from team leadership to division and line-of-business directorships, product management for a portfolio of managed care products, and process management from claims processing to new business development.
- **Sales** experience includes developing customer relationships and selling managed care products to a variety of clients. Cultivation of one new business partnership immediately raised program volume by 40%.

Please expect my telephone call in the next week so that we can set a time to meet and discuss employment possibilities that would serve our mutual interests.

Sincerely,

Michael Cranford

Enclosure: résumé