

WILLIAM M. REDFORD

High Performance IT Executive

Consistently providing extraordinary results that transform IT operations across Federal, private sector, and private equity companies.



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June 27, 2011

Ms. Tiffani Kawasaki, President/CEO
Technology Solutions
5 East Highway 101
Washington, DC 20202

CHIEF INFORMATION OFFICER - Job Announcement 12345ABCDE 11-02

Dear Ms. Kawasaki:

Are you looking for a **top-notch, not-your-average, executive leader** who can truly bridge the gap between business and technology? One who can also make a connection between the generations of employees at Langley Technology Solutions? While conducting research on your company, I spoke with Michael O'Neil, Chief Technology Officer–USA Business Solutions. He mentioned this being an ongoing challenge that needs an immediate solution. I have a track record of success in bridging gaps, solving complex issues, all while inspiring employees, reducing costs, and generating revenue.

Attached is my résumé where you can review my proven track record of success in progressive positions. Currently, I am serving as Chief Enterprise Engineer with XYZ Technology Company where I am on the executive team of this \$42 Billion provider of defense solutions. **A few key career accomplishments that demonstrate my value include:**

- ✓ **Creating improved communications** between generations **using social media** through a private Facebook Group, Twitter Chats, and the Projects and Team Spaces application on LinkedIn. Embracing social media has allowed us to significantly reduce costs by not “reinventing the wheel” and sharing our knowledge faster. It has also improved employee morale significantly!
- ✓ **Developing a new corporate strategy** that deployed two lines of business across multiple countries for a \$155 Million global information technology business.
- ✓ **Improving the profitability** of an Applications Outsourcing division by 36%, and increasing revenue by 17% in six months, by applying best practices and employing new models for global service delivery.

With an exceptional blend of leadership and technical skills, I believe you will find I am highly qualified to serve as Chief Information Officer. I look forward to the interview process where I can demonstrate my knowledge and expertise as well as propose a strategy for bridging gaps. You may contact me at the email or phone number listed above. I am eager to hear from you! Thank you for your time and consideration.

Sincerely,

William M. Redford

Attachment