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Agile Business Analyst

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**ENCLOSURES**

* Resume
* References

**Dear Mr. Zhang:**

Eczema is a condition I am all too familiar with, and I would love to dedicate my career to fighting chronic illness at TrialSpark. Not only will I bring my passion for the company mission, but I believe my experience aligns perfectly with what you need in an Agile business analyst.

Growth is the only way to ensure TrialSpark can reach as many patients as possible, and like TrialSpark, I have always kept growth top of mind. In the last year alone, I helped improve efficiency rates by up to 13 percent across three major sites for Dell Technologies by optimizing sales and operations processes, implementing system enhancements, thinking innovatively, and sharing best practices. Leading the redesign of Dell’s data systems to maximize the use of cloud-based technologies and microservices, my team and I reduced overall operating expenses to save over $1.2 million.

Growth also means identifying and resolving losses, and I am pleased to have identified a 9 percent loss in potential revenue at Dell. By performing extensive business process analyses, I discovered opportunities to streamline their product marketing program, enabling them to better identify their target markets to improve their sales results. You’re looking for a BA to apply quantitative analysis and data visualization skills to clearly present complex information. This is fundamental, and, in fact, the first step, in my process of evaluating existing operations.

My keen attention to detail, in-depth understanding of enterprise systems, Agile expertise, and passion for creating innovative solutions will equip me to help TrialSpark perform more clinical trials and, ultimately, improve the quality of life for those with chronic illnesses. It would be an honor to grow with TrialSpark, and I’m eager to discuss the next steps with you at your earliest convenience. Thank you for your consideration.

Sincerely,

**Marta Watkins**

**MARTA WATKINS**

**TO**

**Linhao Zhang**

CTO TrialSpark

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