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Dear Witt/Kieffer Consultants:

This letter is to express my interest in discussing the Florida Gulf Coast University (FGCU) President position posted on the HigherEdJobs website. The opportunity presented in this listing is very appealing. I believe that my strong and diverse professional business acumen along with my higher education experiences make me a very competitive candidate for this position.

The key strengths that I possess for success in this position include, but are not limited to, the following:

- Leadership – the tenacity and persistence to address the elephant in the room. Motivate and move the team together and forward.
- Entrepreneurial Outlook – guided by the mission – look in every nook and cranny and explore opportunities. Do not be afraid of the unknown.
- Communication Skills – say what you mean and do what you say. Everyone brings their own style and way of doing things – listen.
- People Management and Interpersonal Skills – everyone has a personality, look for it. Talk their language to motivate, energize, and to show you value their uniqueness.
- Resource Management – as a steward understand and manage the budget. Aggressively seek monies to accelerate growth and opportunities by asking for contributions.

I am not the picture perfect candidate nor necessarily fit the model. I think this is a good and needed qualification for this position. I have experience in many areas of career and life that would bring value to the University and surrounding community. I would be thrilled to discuss how I will bring urgency to propel the University into the future using my experiences and insights.

Please see my attached vitae for additional information on my experience.

I can be reached anytime via my cell phone, 612-418-4667. Thank you for your time and consideration. I look forward to speaking with you about this employment opportunity.

Sincerely,

Steve Hirsch, CPA, CGMA