

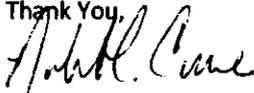
The Honorable Nikki Haley
Office of the Governor
1205 Pendleton Street
Columbia, SC 29201

Dear Governor Haley,

The reason I am writing you is to ask for your help in pursuing a position with the State of South Carolina. I was born in Walterboro, SC and am a graduate of the University of South Carolina. . My career has been in the medical business. I have been employed by several major medical companies and have been able to be successful at every company. In 2009, the company I was working for was sold to Brocco Diagnostics and all sales positions were eliminated. I felt sure with my track record I could find another position in medical sales, however I realized very quickly my age was a definite deterrent in medical sales. Since I had no desire to retire, I aggressively looked for a position in another industry and took a position with United Insurance Company of America in November 2010. However, in June 2013 my wife and I lost our son to a motorcycle accident and everything changed. Patrick had served in country in Afghanistan and had been home about three months when the accident occurred. My wife and I now have custody of Patrick's children, Arista age 14 and Layton age 12. They are the light of our life. They have given us a reason to continue forward. Unfortunately, we were not financially prepared to raise and educate two more kids. Arista and Layton are both honor roll students and I want to be sure they have the opportunity to get a sound education and a good start on life. I am now working with State Farm Insurance and I have done extremely well at State Farm, however my income is still very limited. I am looking for a position that will give me the opportunity to provide a stable and financially sound future for Arista and Layton. I am highly motivated, extremely well organized and proficient in all computer applications. I have numerous years' experience making presentations to high level, professional clients.

I have enclosed my resume. I am a lifelong resident of South Carolina and have established many strong relationships in Columbia and across South Carolina. At your convenience, I would like to speak with you about an opportunity with the State of South Carolina.

Thank You,



Robert E. Cave

Robert E. "Bob" Cave
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Columbia, SC 29210
Home (803) 772-9332 Mobile 803 730-6255
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Qualifications: Numerous years experience developing strong relationships with clients in both the medical and insurance industry. Hard worker who knows how to produce in any industry.

Work Experience:
4/15-Present

State Farm Insurance Companies, Bloomington, IL
Insurance and Financial Specialist

Developed retirement plans for financially sound clients.

Lead team member of #1 State Farm Agent in District covering Columbia to Rock Hill, SC. Managed 4 team members in Irmo, SC office. Top producer in Life Sales for May and June in Rock Hill District

10/12-4/15

Kemper Insurance, St. Louis, Mo
Agency Staff Manager

Responsibilities: Direct, motivate and train six Agency Managers covering an area from Columbia to Camden. Insure Agency Managers are well versed in insurance products offered by Kemper Insurance.

- Improved Business Increase 98% in first month
- Improved Business Growth 92% in first month
- Improved Lapses 54% in first month.
- Decrease staff past due accounts from 17% to 8%

11/10-10/12

Kemper Insurance, St. Louis, Mo
Agency Manager

Responsibilities: Present insurance solutions to prospects in Columbia, SC area. Develop financial plans for prospects using insurance products.

Accomplishments:

- Rookie of the Year 2011 for Columbia District
- #2 in sales increase for 2012 in Columbia District
- #27 in sales increase for 2012 in NC/SC Region.

6/07-6/10

Acist Medical Systems/EZEM, Eden Prairie, MN
Vascular Sales Specialist

Responsibilities: Sales of CT, MR, and Cath Lab injectors to hospitals, Imaging Centers and physician offices in North Carolina, South Carolina and Georgia

Accomplishments:

- Grew install base 39% in FY09
- Grew consumables 43% in FY09
- Converted three major cath labs to Acist Systems in 09
- Grew install base 27% in FY08

9/05-5/07

Terumo Interventional Systems, Somerset, NJ
Territory Manager

Responsibilities: Sales of diagnostic catheters, guiding catheters, introducer sheaths, Microcatheters, guidewires, and embolics to Interventional Radiology and Cardiac Cath Labs in South Carolina

Accomplishments:

- #1 in Sales Increase in Guidewires Q1 to Q2 out of 48 reps FY07
- #1 in Sales Increase in Introducer Kits Q3 to Q4 out of 48 reps FY07
- Grew overall sales 65% from Q1 to Q4 FY07
- Grew top ten accounts 67% from Q1 to Q4 FY07
- Grew top fifteen accounts 68% from Q1 to Q4 FY07
- Finished 3rd out of 44 reps FY06

3/01-9/05

Integra Neurosciences, Plainsboro, NJ

Neurospecialist

Responsibilities: Sales of Neurosurgery and Neuro Trauma products to hospitals in South Carolina, Augusta, GA and Savannah, GA

Accomplishments:

- Ranked 10th at end of 1st Quarter out of 68 reps FY05
- Finished 35th in out of 65 reps FY04
- One of eight reps invited to Advance Territory Management Training 3/04
- Finished 19th out of 64 reps in FY03
- Double Sales in Territory by end of FY03
- Took territory from 63rd to 24th by end of FY02
- Grew sales over 300K in FY02

7/96-3/01

Mallinckrodt Medical, Inc. St. Louis, Missouri

Business Specialist/Imaging-Interventional Division

Responsibilities: Sales of Interventional Devices, Contrast Media for CT, Diagnostic, and Echocardiography procedures; Also had responsibility for CT Injectors. Sold to hospitals in South Carolina and Georgia

Accomplishments:

- 117% of Quota 1st Q FY01
- 203% of Quota in Echo Contrast 1st Q FY01
- Finish top ten in percentage of quota both FY99 and FY00 out of 42 reps
- #1 Diagnostic Devices FY98
- #1 Interventional Devices FY98
- 168% of quota in FY98
- Increase Sales of Interventional Devices 24% in FY97
- Increased Sales of Interventional Contrast Media 17% in FY97

9/82-12/95

Meadox Medicals, Inc. Oakland, N. J

***Territory Sales Manager/Sales Consultant/Eastern Regional Manager/
National Sales Trainer***

Responsibilities: Sales of Interventional Devices to hospitals in South Carolina North Carolina, Georgia and Florida.

Accomplishments:

- #2 Sales Representative for FY95
- Only Territory Sales Manager to Qualify for Representative of the Year after being reestablished in 1990 (must exceed 90% of quota in all product categories)
- Territory Sales Manager of the Year FY85 (Award not given from 86-89)

Education:

Bachelor of Arts, University of South Carolina