**Darryll Robinson**

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Hays Recruitment

Dear Aaron,

Please find my application for the **Project Manager** role recently advertised. As a highly effective project manager, with a proven history of success, I am pleased to present my qualifications and expertise to your company. I believe my history, professional acumen, and leadership skills align closely with Data#3, and this role in particular.

My previous project was part of a much larger program to transform the entire business process within one of South Africa’s largest telecommunications companies, from the point of application right through to the customer connection on the network. My division dealt with the onboarding and credit vetting of the applicants. This meant that there were many up and downstream integration points, which required tight control of payloads being transferred between the various systems.

My delivery team was comprised of three vendors – one based locally in Johannesburg, and the other two in Cape Town and India. One of my favourite aspects of the role was managing the team. I enjoy figuring out how to get the most from people, how to inspire them to achieve more than they believed they could, but mostly, to be an inspirational leader. I firmly believe that if you create a safe environment for people to work, they will make amazing things happen.

The role required me to be onsite at the client’s premises for direct stakeholder management. I reported directly to the technical director of the program, as well as keeping in constant contact with the end users. Probably the toughest part of my job was to manage the various expectations from multiple stakeholders, and to align such with the capabilities of my team, representing my company and my team to the COO and CFO.

Thank you for reviewing my submission. If you have any questions about my professional history or qualifications, please contact me by phone or email. I look forward to hearing from you.

Sincerely,

Darryll Robinson