**Ajaypal Singh**

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Date: 18th Oct 2018

Dear Hiring Manager,

With more than Five years of increasingly responsible experience and demonstrated success in life cycle product management, it is with great interest that I am contacting you regarding your opening for a new Product Manager. By leveraging a forward-looking approach, I am have led delivery of creative and innovative products that broke new ground and advanced key applications within the market.

Throughout my career, I have honed my ability to communicate with key business stakeholders to understand and prioritize product requirements to develop and execute on detailed product roadmaps. A dedicated customer advocate, I am able to champion end-user needs and expectations, identify new features and functionality based on customer feedback, and drive delivery of highly marketable products. Furthermore, I am adept at managing large-scale, multimillion-dollar product development projects from inception through successful completion following agile PMI methodologies and best practices.

I offer the following highlights for your consideration:

* Orchestrated design and launch of customised portal that delivered measurable process improvement, including decreasing turnaround for channel partners from seven weeks to one and reducing CPE procurement costs by 30% and slashing CPE launch timeframes from 15 weeks to six.
* Grew sales by 30% and increased market penetration by 8% by effectively managing major Enterprise SaaS products lines that generated $10M in annual sales—UCC, CRM, HRIS, and cloud PBX & email communication suites.
* Analysed costs, market intelligence, competitor offerings, and consumer needs to conceptualise innovative products, present compelling business cases to gain senior-level buy-in, and obtain the necessary funding and resources.
* Won Best Project Award companywide for simplifying three customer-facing processes on a global scale to deliver 13% increase in process efficiency along, timeline reductions, SLA enhancements, and 15% growth in client base.

Being fortunate enough to travel the World, collaborated well with diverse personalities and poses excellent written and verbal communication skills. Confident that my qualifications will meet and exceed your expectations, I greatly look forward to meeting with you to discuss this position in detail. Should you need further information, I am available by phone or email at your convenience.

Sincerely,

Ajaypal Singh

Enclosure: Resume

Mobile 0414852146