**Bryan Crosnier**

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Application for **Customer Success Manager – Public Sector**

Dear Samsara Hiring Team,

I've built my career around ensuring customers get real value from the tools and platforms they rely on. Whether supporting a single team or enabling adoption across enterprise-scale roll-outs, I focus on aligning technical execution with customer goals. That is where i do my best work - bridging user needs, product capabilities, and organizational priorities.

I led post-sale engagements, drove implementation strategies, and guided adoption plans for customers ranging from internal departments to global clients. I’ve worked across Sales, Product, Engineering, and Support to remove friction, streamline communication, and make sure customers are successful.

Whether engaging in executive reviews, training front-line users, or partnering with developers to find practical ways to meet customer needs, i thrive in high-stakes environments and am confident my human-first approach would translate well to the expectations of this role.

Thank you for considering my application. I look forward to connecting to share more and to hear about how your team defines success in this role.

Sincerely,

Bryan Crosnier