**Bryan Crosnier**

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Application for **Strategic Implementation Consultant**

Dear Samsara Hiring Team,

Throughout my career, I’ve gravitated toward roles that sit at the intersection of technology, operations, and customer success — especially when it comes to turning strategic objectives into tangible, working solutions. I’m excited to apply for the Strategic Implementation Consultant role because the responsibilities mirror the kinds of engagements I’ve enjoyed most.

At Maxar Technologies, I’ve led both customer-facing and internal implementation efforts that required aligning complex requirements, technical integration, and adoption across cross-functional teams. I’ve served as the go-to liaison between sales, customer operations, engineering, and customer stakeholders — translating commercial commitments into deployed, operational solutions. My implementation experience spans:

* Post-sale technical integration and onboarding for large enterprise customers
* Milestone-based re-engagements to avoid churn and optimize platform usage
* Internal product deployments that included scoping, piloting, and training
* Beta programs that engaged top-tier customers to validate roadmap direction

One of my most impactful initiatives involved identifying a critical disconnect between Dev Train implementation planning and internal/external user adoption. I not only surfaced the risk to executive leadership but proposed a fully scoped solution that became a multi-million-dollar effort now entering its third year of delivery.

This role at Samsara feels like a natural continuation of that kind of work - collaborating with customers, solving real operational problems, and ensuring the systems we build actually deliver business value. I’d welcome the opportunity to walk you through a few of the projects I’ve supported to help illustrate how I can contribute meaningfully to your team.

Thank you for your time and consideration. I look forward to hearing from you.

Sincerely,

Bryan Crosnier