

# Karthik Marimuthu - Cover Letter

KARTHIK MARIMUTHU

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[Date]

Hiring Manager

Definity

Toronto, ON

Dear Hiring Manager,

I am excited to apply for the Sr. Technology Strategy Manager role at Definity. With over 11 years of experience in technology strategy, AI-driven transformation, and developer productivity engineering, I have consistently translated emerging technologies into enterprise-scale operating models that deliver measurable business results.

In my current role at Royal Bank of Canada (RBC), I lead AI productivity initiatives that align directly with Definity's vision for operational effectiveness and innovation. I have designed and implemented an AI-enabled operating model to enhance developer workflows, integrating multi-agent LLM systems and Model Context Protocol (MCP) to streamline automation, reduce delivery time, and increase efficiency by over 40%. This initiative required close collaboration with the CTO, executive leadership, and multiple cross-functional teams-mirroring the collaborative and strategic environment at Definity.

My career trajectory has been anchored in aligning technology strategy with business goals:

- At RBC, I delivered multi-year AI transformation programs, including ReadyAPI to Postman enterprise migration, improving operational efficiency and aligning with DevOps modernization strategies.
- At BMO, I drove enterprise-wide automation frameworks and AI proof-of-concepts, ensuring technology investments directly supported strategic priorities.
- Across my roles, I have consistently engaged with executive stakeholders, board-level presentations, and vendor strategy to ensure alignment and measurable outcomes.

Definity's focus on distinctive technology strategies that drive operational effectiveness resonates strongly with my experience in AI adoption, operating model execution, and enterprise transformation. I bring both the strategic foresight to shape technology roadmaps and the hands-on leadership to deliver results.

I am enthusiastic about the opportunity to bring my expertise to Definity and contribute to shaping the future of technology strategy in a forward-thinking organization. I would welcome the chance to discuss how my experience and vision align with your strategic objectives.

Thank you for your time and consideration.

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Sincerely,  
Karthik Marimuthu