

Dear DU Hiring Team,

I am writing to express my enthusiasm for the Product Manager – Advanced Tech role. With over nine years of experience in product management across SaaS, AI, logistics, and Industry 4.0 domains, I bring a proven ability to define product strategies, drive innovation, and deliver scalable solutions that align with business and market needs.

Key reasons I am a strong fit for this role:

- **Product Strategy & Roadmap Execution:**
 - At Cognium, spearheaded AI-native product strategy, architected LLM-agent frameworks, and secured early customer validation.
 - At MoveInSync, defined product vision and roadmap that achieved a 10x ARR increase and expanded operations into 50+ geographies.
- **Digital Transformation & Automation:**
 - Delivered SaaS MVPs at Flipr Labs and TekIP, optimizing cloud costs and launching NLP-based solutions that reduced patent analysis times by 10x.
 - Built APIs and integrations with ERP and fleet providers, reducing implementation time by 20% and improving adoption.
- **Partnerships & Ecosystem Collaboration:**
 - Managed vendor relationships and ecosystem integrations across IoT, cloud, and automation providers.
 - As co-founder at Sagar Defence, raised \$2M in funding, secured government contracts, and scaled R&D teams by 200%.
- **Cross-functional Leadership & Stakeholder Engagement:**
 - Led teams of engineers, designers, and marketers to deliver customer-centric solutions.
 - Engaged directly with enterprise clients, industry leaders, and regulatory bodies to align offerings with compliance and market demands.
- **Adaptability & Eagerness to Learn:**
 - Thrived in diverse domains: from AI-native fintech solutions to UAV defense technology by quickly adapting to new industries and challenges.
 - Continuously upskilled with certifications in Agile and product management, ensuring alignment with evolving standards.

I am eager to contribute my expertise in IoT, AI, and cloud-driven innovation to help shape advanced technology solutions at your organization. More importantly, I am committed to learning and adapting wherever the role demands, ensuring that I deliver both immediate impact and long-term value.

Thank you for considering my application. I would welcome the opportunity to discuss how my background and passion for innovation can contribute to your vision.

Warm regards,

Kanishka V. Namdeo