

Dear Hiring Manager,

I am excited to apply for the position of Director, External Account Management at DoorDash. With over 12 years of experience in managing large-scale technology projects, leading diverse teams, and driving operational excellence, I am confident in my ability to contribute to DoorDash's mission of connecting customers with their favorite local and national businesses.

At SLB (Schlumberger) Limited, I served as a Senior Technical Program Manager, where I founded and led the Reliability Support Centre. This initiative resulted in \$4.5 million in annual cost savings through data-driven optimizations. My role involved managing worldwide operations across four business lines and 30 geo-units, hiring and mentoring a high-performance team, and ensuring continuous business value through customer engagement. My efforts were recognized with the "Performed by SLB" award for innovation and business impact.

In addition to my technical and leadership experience, I hold an Executive MBA from the Rotman School of Management, University of Toronto, with a GPA of 3.92/4.00, and a Bachelor of Technology (Hons.) from the Indian Institute of Technology, Kharagpur, where I graduated in the top 10% of my class. My educational background has equipped me with a strong foundation in strategy, operations, and entrepreneurship, which I have successfully applied in various roles throughout my career.

I am eager to bring my expertise in sales, customer success, and team management to DoorDash. I am confident that my background in managing complex, multi-stakeholder environments and my passion for building strong relationships with partners will enable me to contribute effectively to your team. I am excited about the opportunity to lead the Canadian team, enhance strategic advantages, and drive mutual growth for DoorDash and its partners.

Thank you for considering my application. I look forward to the opportunity to discuss how my background, skills, and experiences align with the needs of your team.

Sincerely,

Mahtab Soin

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