**Manjish Naik**  
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Dear Hiring Committee,

I’m thrilled at the opportunity to apply for the Senior Manager of Product Design at Meltwater. With over 15 years of experience in enterprise SaaS and AI/ML-powered platforms, I’ve consistently delivered intuitive, outcome-driven digital experiences by marrying human-centered design with strategic execution.

In my current role at John Bean Technologies, I led the design and launch of a multi-million-dollar digital platform for food and beverage manufacturing. By embedding user research into every phase of development—conducting over 250 interviews across four user personas—I helped craft interfaces that dramatically improved operational outcomes. My collaboration with designers and engineers in Figma and React environments yielded a 30% reduction in onboarding friction and contributed to $18M in ARR.

What excites me most about Meltwater is your commitment to scalable design systems and cross-functional collaboration. At GE, I mentored cross-disciplinary teams, implemented design-led discovery processes, and advocated for UX metrics to be at the core of business decision-making. I see design not just as an aesthetic pursuit, but as the most powerful lever for delivering customer value.

I would welcome the opportunity to bring my leadership, passion for design craft, and data-informed approach to Meltwater’s global platform. Thank you for considering my application—I look forward to the possibility of contributing to your exceptional team.

Warm regards,

Manjish Naik