

**Mark Kim**

Aliso Viejo, CA  
markjnkim@gmail.com • (619) 922-1827  
[bit.ly/mark-kim-portfolio](https://bit.ly/mark-kim-portfolio)

**Dear Hiring Manager,**

I'm excited to apply for the Sr. Technical Enablement Specialist / Learning Architect position at Databricks. With over seven years of experience designing and scaling technical enablement programs across data, AI, and cloud platforms, I bring a deep understanding of how to build role-based, data-driven learning experiences that accelerate technical excellence—especially for engineering and support audiences.

At Snowflake, I've led the end-to-end design of high-impact learning initiatives, collaborating with product and field teams to launch scalable content on emerging topics such as Generative AI, Apache Iceberg, and data lakehouse architectures. These programs improved learner satisfaction (NPS +14%) and drove measurable business outcomes, including a \$10M+ impact through training adoption.

Previously at Yugabyte, I built Yugabyte University, a self-paced technical enablement platform that reached over 14,000 learners in its first year—grounded in modular, data-informed learning paths designed for customer success engineers, DBAs, and developers.

My approach combines data literacy, learning science, and curriculum architecture. I use performance metrics and consumption data to continuously optimize enablement content, ensuring each course aligns with both business goals and learner needs. With strong familiarity in Python, SQL, and the Databricks Lakehouse Platform, I'm eager to help design and scale programs that empower your global technical support teams to reach the next level of proficiency and customer impact.

I'd be thrilled to bring my experience in technical curriculum strategy, AI enablement, and learning systems design to Databricks' mission of democratizing data and AI. Thank you for considering my application—I would welcome the opportunity to discuss how I can contribute to your internal enablement strategy.

Warm regards,

**Mark Kim**