



Manimaran Selvan

Product Manager / Technical Product Manager

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Dear Recruiter,

I'm Manimaran Selvan. With a dynamic **15-year** career in software engineering, technical product management, and operational excellence, I've contributed to prominent ventures such as Aurea, Trilogy, Ignite, Versata, and DevFactory, all stars in the ESW Capital portfolio.

At Trilogy, as a key player in the Central TPM team, I crafted technical specifications across diverse industries like Telecom, News Publishing, Sales/Marketing, Employee Engagement, Cloud Cost Optimization, and Productivity Monitoring. My ability to adapt swiftly to new product landscapes and deliver high-quality specifications within tight deadlines has been a hallmark of my career.

My leadership journey includes managing a team of over **20** Senior SREs and co-managing a robust force of over **60 TPMs**, preparing to ascend to the role of VP of TPM. This experience solidified my understanding of people management and its significance in achieving organizational goals.

My passion for operational efficiency and innovation led to spearheading cost optimization efforts, resulting in **\$15 million** in savings and the creation of CloudFix, a product that has saved our customers **\$100 million**. This success was further validated when AWS recognized CloudFix as their preferred product for reducing cloud costs.

I also initiated a process transformation within the Central TPM, revolutionizing our operations with the Tempo work management system. The result was a **five-fold increase in delivery throughput, a 50% reduction in operating expenses, and a 750% surge in operating profits**.

Before Trilogy, my co-founding ventures in the startup ecosystem sharpened my creative thinking and cultivated a versatile skill set. These experiences shaped me into the agile, resourceful, and forward-thinking professional I am today.

As I embark on the next career phase, I bring diverse expertise in product strategy, technical product management, cost optimization, leadership, and process improvement. I am eager to contribute my strategic thinking, leadership skills, and passion for driving success to an organization that values innovation and growth.

Thank you for your time. I am excited to answer any questions you may have and look forward to discussing how I can bring value to your organization.

Sincerely,
Manimaran Selvan