



# Manimaran Selvan

*Technopreneur | Strategic Thinker | Visionary*

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Dear Recruiter,

I'm Manimaran Selvan. I've spent over 15 years working in software engineering, technical product management, and operations. I've had great experiences with companies like Aurea, Trilogy, Ignite, Versata, and DevFactory, which are all part of ESW Capital.

During my time at Trilogy, I was part of the Central TPM team. I wrote technical specifications for different products in many industries, from Telecom to Cloud Cost Optimization. I learned to quickly understand new products and deliver these specifications on tight deadlines.

In addition to that, I managed people. At Trilogy, I started by leading a team of more than 20 Senior SREs. Later, I helped manage more than 60 TPMs and was being prepared to become the VP of TPM. This taught me a lot about how important good management is to a company's success.

I've also been involved in cost-saving efforts. I was part of a team that focused on cutting AWS costs, and we did some impressive work. We saved the company \$15 million and created CloudFix, a product that has saved our customers \$100 million. AWS even recognized CloudFix as their top product for reducing cloud costs.

I've always looked for ways to improve. For instance, I introduced a new process in the Central TPM based on lean manufacturing principles. We developed and implemented the Tempo work management system and saw big improvements. Our delivery rate went up five times, we cut operating costs in half, and our operating profits went up by 750%.

Before joining Trilogy, I co-founded a couple of startups. This taught me to think creatively and developed my diverse skills. It helped shape me into the flexible, resourceful, and innovative professional I am now.

Now, I'm ready for the next step in my career. I have a lot of experience in software development, technical product management, cutting costs, managing people, and improving processes. I'm looking forward to using my strategic thinking, leadership skills, and drive for success at a company that values new ideas and growth.

Thank you for considering me. I'd be happy to answer any questions you have, and I'm excited about the chance to discuss how I can help your organization.

Sincerely,  
Manimaran Selvan