



# Manimaran Selvan

*Technopreneur | Strategic Thinker | Visionary*

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Dear Recruiter,

I'm Manimaran Selvan. With a dynamic career spanning over 15 years in the realm of technical product management and operational excellence, I've had the privilege of contributing to prominent ventures such as Aurea, Trilogy, Ignite, Versata, and DevFactory, all stars in the ESW Capital portfolio.

My tenure at Trilogy as a key player in the Central TPM team was an enriching experience. Here, I crafted technical specifications for a wide range of products in industries as diverse as Telecom, News Publishing, Sales/Marketing, Employee Engagement, Cloud Cost Optimization, and Productivity Monitoring. I honed the art of adapting swiftly to new product landscapes and delivering high-quality specifications within tight deadlines.

Parallely, an important part of my journey has been people management. At Trilogy, I took the helm of a team of over 20 Senior SREs in the early days, an experience that refined my leadership capabilities. As I grew, I took on co-managing a robust force of over 60 TPMs and was being groomed to ascend to the role of VP of TPM. This experience solidified my understanding of the significance of people management in achieving organizational goals.

My passion for operational efficiency led me to spearhead efforts aimed at cost optimization within the company. As part of a dedicated team focused on AWS costs, we moved mountains. Our diligent efforts culminated in an impressive \$15 million in savings and gave birth to CloudFix, a revolutionary product that has saved our customers a staggering \$100 million. The validation of our success came when AWS recognized CloudFix as their preferred product for reducing cloud costs.

My quest for continuous improvement didn't stop there. I initiated a process transformation within the Central TPM. Borrowing from the lean manufacturing principles, we revolutionized 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 an astounding 750% surge in operating profits.

Before my voyage with Trilogy, I co-founded ventures in the vibrant startup ecosystem. This experience sharpened my ability to think creatively and helped cultivate a versatile skill set. These startups were the crucible that shaped me into the agile, resourceful, and forward-thinking professional I am today.

As I embark on the next phase of my career, I bring with me a diverse range of expertise in technical product management, cost optimization, people management, 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 the possibility of discussing how I can bring value to your organization.

Sincerely,  
Manimaran Selvan