

## **The Candidate**

I come to you as a Product Management and Marketing expert with a background in startups, gaming, mobile, hospitality, tourism, and banking. I have Authored business plans which have collectively been used to raise over \$100M, published over 200 articles, developed C-level exposure and understanding of over 20 distinct industry sectors, launched and exited 2 companies by age 25, and traveled extensively throughout North America and Western Europe. My passions include travel, education, ideation, creation, photography, fine arts, food, and community service.

## **The Company**

The ideal company for me is one whose culture is defined by progressive and ever-evolving employee retention strategies, along with a customer-focused product vision, and an organizational structure that inherently promotes and cultivates innovation. I hope to find a company that embodies a collaborative meritocracy, trusting the talents and work ethics of its employees to achieve goals and objectives. I hope to be part of a strong team with complimentary skill sets so that I can grow with my colleagues and enjoy the work I do on a daily basis. Finally, I hope to find a company that can offer stability and a long-term career trajectory that leads to rewarding opportunities both personally and professionally.

## **The Role**

My description of a strong Product Manager is that of an Entrepreneur in Residence. A strong Product Manager ought to instinctively be considering the ways in which he or she can improve current products or introduce new ideas to satisfy the needs of a given market. This person has the natural ability to understand a market opportunity, translate that opportunity to a product vision, and communicate that vision effectively to the organization. Additionally, this person understands the importance of validation, and therefore has a proclivity for pursuing measurable results through testing and data analysis.

With the above in consideration, the ideal role for me would be one that takes advantage of my strengths, encouraging me on a daily basis to identify and pursue innovative solutions to opportunities available within the product line. Product responsibilities in this ideal role are end-to-end, and include ownership of the entire product lifecycle: requirement gathering, vision and strategic direction, product architecture, go to market strategy, and iteration/growth. Additionally, the ideal role would allow me the prospect of copious learning experiences, as continuous self-improvement is one of my guiding principles, and also allows me to discover new ways to contribute to the organization.

If a pure product role is not available within your organization at this time, I know that I have the skills to contribute to a Marketing or Product Marketing team as well, and would welcome a conversation about positions of this nature.

## **Other Considerations**

I very much appreciate the time you have taken to review my application and qualifications. Very few companies take the time to communicate with candidates effectively throughout the recruiting process, so I am always appreciative of those who do. I am currently living in St. Petersburg, Florida, but I am excited to relocate as soon as necessary for the right opportunity, and should be considered a local candidate regardless of the job location. In consideration of any offers, I take into account a multitude of factors, including: how closely the company and role align with what I've described above, the recruiting and interview experience, my assessment of the company's commitment to a long-term relationship, and the quality of life afforded by the compensation package in relation to the location.