

Randall Clark

Manitou Springs, CO 80829 • (720) 646-0604
randall.b.clark.iii@gmail.com • [linkedin.com/in/therandall](https://www.linkedin.com/in/therandall)

Dear Hiring Manager:

From the U.S. Air Force to major digital marketers, I have been recognized as a proven leader and consistent high performer in E2E technical product management. Throughout successful tenures with companies at all stages of growth, I have delivered high impact processes and team performance improvements that have helped meet compliance standards and exceed customer expectations worldwide. Thus, I feel my knowledge and experience improving strategies, innovation, and life-cycle development outcomes position me strongly for this role within your organization and would appreciate your consideration.

I believe that planning and building the best product goes hand-in-hand with building the best organization. To this end, I always place organizing the right team with the right tools at the heart of the mission. That dedication goes into every facet of product life-cycle development, from road mapping, and front-end design, to documentation and QA. At my most recent company, Selling Simplified, a market leader in data driven B2B intelligent marketing, I built a qualified UI/UX team from the ground up, designed and implemented the company's entire intranet, and defined SOPs and training to ensure stringent compliance with GDPR and other data privacy laws. The result was the company doubling revenue, on-boarding clients like Cisco and Microsoft, and winning a coveted spot on the Inc 5000 list.

I am able to accomplish so much because I know how to communicate with and depend on people. When I manage teams, I ensure they know what to do, while also listening to and learning from them to ensure they have what they need to get the job done. I effectively lead cutting edge projects by collaborating with client-side executives as well as internal sales, marketing, and engineering teams. Working with people from different tiers in a company, as well as different cultures and backgrounds worldwide has given me an edge in cultivating effective relationships with a wide array of personalities.

Now I am energized to carry forward my skill-set and expertise to this role and would look forward to a conversation about how I may be of service to you. Please feel free to contact me at any time and thank you for your time and consideration.

Sincerely,

Randall Clark