

Dear OLX Hiring Team,

I am writing to express my strong interest in the Senior Product Manager position at OLX, as advertised. With a proven track record in product management and a background in improving user experiences, I believe I am well-equipped to contribute to OLX's mission of building a more sustainable world through trade.

My career journey has been marked by significant achievements in high-traffic consumer Internet and e-commerce companies, which makes me particularly excited about the opportunity to join OLX. Notably, I spent time at Avito, which was part of the same corporate group as OLX until 2022 and operates in a similar online classified model. During my tenure at Avito, I managed a product growth cross-functional team and played a pivotal role in increasing the gross margin of the Avito Marketplace by 90%. My contributions included the development and application of delivery promotion tools and the optimization of delivery fees. These experiences equipped me with a deep understanding of the online classified industry and prepared me to tackle challenges in a similar environment at OLX.

In my role as a Senior Product Manager at TSUM, a well-known fashion store with millions of daily active users, I improved the conversion rate of the online store's search interfaces by 20%. My work involved redesigning site search suggestions, implementing a ranking service for search results, and introducing search by image. At Leroy Merlin, a leading European DIY retailer, by redesigning the suggestions UI and tuning search relevance, I increased the conversion rate of users transitioning from search to product pages by more than two-fold.

My leadership experience extends to managing up to 25 specialists across several cross-functional teams, applying Agile frameworks, and fostering collaboration. I am skilled in data analysis, including proficiency in SQL, and have a track record of data-driven decision-making, which has allowed me to achieve significant improvements in product and business metrics. I also have a strong background in conducting user research and implementing A/B testing, which has played a crucial role in shaping product strategies and enhancing user experiences at companies like Avito and Leroy Merlin.

It's worth noting that while I am currently based in Batumi, Georgia, I am fully committed to relocating independently to Portugal in the event of securing a position with a European company like OLX. I am prepared to make this transition in a timely manner to align with the company's requirements.

In summary, I am enthusiastic about the opportunity to bring my expertise and passion for product management to OLX. My background in the classifieds industry, combined with my achievements in improving conversion rates and enhancing the user experience, aligns well with the goals of OLX.

Thank you for considering my application. I look forward to the possibility of discussing my qualifications further and demonstrating how I can help OLX reach new heights.

Sincerely,

Akhmed Kadymov