Soraya Lin

Senior Product Manager

soraya.lin@protonmail.com · +1 (415) 555-0184 · San Francisco, CA · linkedin.com/in/sorayalin

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Hiring Manager
Atlas Robotics
200 Brannan St, San Francisco CA 94107

> **Re: Senior Product Manager — Robotics Platform (Job ID: ATL-2025-4118)**

Dear Hiring Manager,

I was thrilled to see the Senior Product Manager opening for the Robotics Platform team at Atlas. After eight years building developer-facing platforms — most recently leading the SDK and simulation tooling at Foundry Dynamics — the prospect of helping shape the abstractions that warehouse operators, integrators, and roboticists will rely on for the next decade is exactly the kind of work I have been quietly preparing for. I am writing to make the case that I would be a multiplier for your team from week one.

What sets Atlas apart, in my view, is the discipline of the platform thesis itself: shipping a unified runtime that lets a single fleet operator orchestrate mixed manipulators, AMRs, and conveyance in one policy graph is genuinely rare in this industry. Reading the Q4 engineering blog on deterministic replay for safety incidents, and seeing the public benchmarks where the v3 motion planner cut tail-latency on bin-pick tasks by 37 percent, made it clear that Atlas treats robotics as a serious software product — not a hardware demo with an SDK bolted on. That is the bar I want to be held to.

In my current role I led the launch of three SDK surfaces that drove 2.4× MAU growth (from 11k to 26k monthly active developers) over four quarters, while reducing time-to-first-successful-call from 47 minutes to 6 minutes through a redesigned onboarding flow. Earlier, at Lattice Systems, I owned the pricing and metering platform that grew net revenue retention from 108 percent to 134 percent and shipped the usage-based billing migration that unlocked $9.2M in net-new ARR in its first year. I pair quantitative rigor with an unusually strong engineering co-pilot reflex — I ship RFCs my engineers actually read, and I will earn the trust of your platform org quickly.

I would welcome the chance to walk through a 90-day plan I have drafted for the platform roadmap, and to learn what the team is wrestling with most right now. I am available on short notice for a conversation next week and can fly to SF for an on-site whenever it is useful. Thank you for reading, and for the work the Atlas team is doing — it is genuinely exciting from the outside, and I would love the chance to contribute from the inside.

Best regards,

Soraya Lin
Portfolio: sorayalin.work/atlas