

# Adam Rojas

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Dear Hiring Team,

I love helping people do their best work. Sometimes that means coaching a team member toward a strength they have not yet recognized. Sometimes it means building a tool, rewriting a confusing procedure, or asking the question that makes a complicated problem easier to solve. That is the thread connecting my career in technology, product operations, sales, and customer experience, and it is what I would bring to your team.

At Oracle and Sun Microsystems, I have worked as a senior manager, product manager and owner, business analyst, and technical support partner. I have guided cloud configuration and release work, built internal applications, and written the documentation people needed to use them. Those experiences taught me to pay attention to the person on the other side of the process: what they already know, where they may get stuck, and what would help them move forward with confidence.

My leadership approach grew out of sales and customer experience management at Best Buy and developed further at Oracle. I lead through empathy, individual strengths, clear expectations, and a positive attitude. I enjoy lifting people up, sharing what I know, and making it easier for others to contribute. I bring that same sense of responsibility as an individual contributor, where trust and useful work can create influence without a management title.

I care deeply about the finish of my work. An application should feel intuitive; a document should be easy to read and follow. I take time to anticipate questions, test the experience, and refine details that could otherwise become someone else's frustration. AI has become an important part of that work. I build reusable Skills, retrieval workflows, and applications, and help colleagues use them thoughtfully. My Jira Writer GPT reached more than 200 Oracle employees, while my personal projects give me room to keep experimenting and learning.

You can explore examples at [ai.rojahorse.com](http://ai.rojahorse.com). I would welcome a conversation about where my experience could help your organization, whether through leading a team or contributing directly to better products, clearer guidance, and simpler ways of working.

Sincerely,

Adam Rojas