

Mehdi Mimouni

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Application - Customer Success Manager, Southern Europe

Dear Anthropic team,

I am applying for the Customer Success Manager role in Paris because my background sits at the intersection of business development, customer-facing experience, technical curiosity, and hands-on AI product building.

My career has always been split between two worlds: commercial execution and technology. I started in international business and export management, handling high-value industrial contracts and coordinating legal, financial, logistical and international trade aspects. This gave me a strong foundation in complex B2B environments, rigor, and stakeholder coordination.

I then moved into sales, first at Solocal, where I sold digital solutions to businesses and quickly progressed from junior to senior sales. I consistently reached my objectives and ranked as the top sales performer in the company. After that, I joined INVA, where I sold IT solutions, infrastructure, software, telephony and information systems to SMEs and larger companies. I progressed from Senior Sales Executive to sales leadership roles, ultimately becoming Director of Sales & Marketing. During that time, I managed teams of up to 24 salespeople, oversaw close to \$1M in monthly revenue, drove consistent growth, and personally closed a €2.7M enterprise deal.

Over the past few years, I have been building independently as an entrepreneur. My main project is an AI SaaS platform centralizing several leading AI APIs for image and video generation. It helps users turn simple intent into usable AI outputs by coordinating the right models and workflows. The platform has acquired more than 1,700 paying users and generated several hundred thousand dollars in under six months. Beyond the numbers, this experience gave me a practical understanding of what AI adoption really means: users do not only need access to models; they need clarity, simplicity, reliability, and concrete value.

This is where I believe my profile is especially relevant to Anthropic. I am not only someone who sells technology, and not only someone who is interested in AI from the outside. I have built an AI product, monetized it, supported users, faced adoption challenges, and translated technical capabilities into business outcomes. At the same time, I bring a strong sales and account management background, with experience managing demanding clients, building trust, driving growth, and leading teams.

My motivation for Anthropic is also deeply personal. I see artificial intelligence as one of the most important technological revolutions in human history, alongside the printing press, industrialization, and the internet. But unlike previous waves of innovation, AI does not only reduce manual effort; it augments cognitive work itself. It changes how people make decisions, how companies operate, how systems are built, and how knowledge can be used. That shift fascinates me.

I am particularly attracted to Anthropic because I see the company as deeply oriented toward professional and B2B use cases. In my view, the greatest impact of AI will not only come from helping individuals with daily tasks, but from helping organizations redesign workflows, automate complex processes, and scale more intelligently. This is the environment I know best: B2B, technical solutions, customer trust, business impact, and long-term adoption.

Anthropic's recent work has only strengthened my conviction. The progress demonstrated by models such as Claude Mythos Preview, especially in identifying long-standing vulnerabilities in complex systems, shows that Anthropic is not simply building productivity tools. It is building AI systems capable of changing how difficult problems are discovered, understood, and solved. That is exactly the kind of company I want to contribute to.

After several years as an entrepreneur, I now feel ready to open a new chapter and rejoin a high-performance team. I am looking for a mission I can fully commit to, both professionally and personally, and I would see this opportunity as a meaningful next step in my career.

As an entrepreneur, I am used to taking ownership, moving fast, and working with intensity. When I believe in a project, I do not measure my work by the clock; I focus on outcomes and on doing the job properly.

I would be honored to bring my commercial background, technical understanding, entrepreneurial mindset, and passion for AI to Anthropic's Customer Success team in Southern Europe. I believe I can help customers understand, adopt, and scale Claude in a way that creates real, measurable business value.

Best regards,
Mehdi Mimouni