

RECOMMENDATION LETTER

Date: 06th June 2026

To Whomsoever It May Concern

I am pleased to recommend Somesh Nayak, who worked with our team at Ninety North Software Pvt. Ltd. (ywork.ai) from January 2024 to May 2026.

I had the opportunity to work directly with Somesh on founder-led sales, GTM strategy, and product development — and he consistently demonstrated a level of ownership and execution that is rare, especially for someone early in their career.

Somesh partnered with me on designing our target customer segments, building outreach strategies, and executing our product launch in 2025. He approached every challenge the same way — understand the problem deeply, build a clear plan, and execute without waiting to be told. He was not just a support function. He was a thinking partner.

He also brought a unique advantage to our work in construction-tech — his Civil Engineering background gave him genuine domain expertise in BOQ, supplier lifecycle, and quotation workflows that most product professionals simply do not have. This was instrumental in identifying and building our AI-powered BOQ generator.

Beyond strategy and product, Somesh handled our full HubSpot CRM operations, represented the company at KTPO Bangalore, and stepped in as HR Manager for three months — conducting 100+ interviews while continuing his core responsibilities.

I wholeheartedly recommend Somesh for any role that requires high ownership, cross-functional execution, and founder-level thinking. He will be an asset to any team.



Warm regards,

Nisha Singh

Co-Founder & Director

Ywork.ai