

RECOMMENDATION LETTER

Date: 5th June 2026

To Whomsoever It May Concern

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

When we pivoted to a new direction, Somesh was one of three people I trusted to validate the idea. He spoke to 50+ UK real estate professionals, identified a real market pain, and came back with 4 paying clients — before we had built a single line of code. That model became the foundation of ywork.ai.

Somesh operated far beyond his job title — owning our HubSpot CRM, generating 100+ qualified UK meetings, representing us solo at a major AI conference in Bangalore, and leading hiring for 3 months. Throughout, he worked directly with the founding team on product strategy and GTM.

What sets him apart is his ability to identify what needs to be done and execute without being told.

I have no hesitation recommending Somesh for any Founder's Office, Product Operations, or Business Analyst role.



Warm regards,

Nishant Singh

Founder & Director

ywork.ai

Ninety North Ltd UK

Ninety North Software Pvt Ltd India