

## Contact

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(LinkedIn)

## Top Skills

KPI Dashboards

Stakeholder Management

Priority Management

## Languages

English (Native or Bilingual)

Hindi (Limited Working)

Spanish (Professional Working)

Gujarati (Professional Working)

German (Limited Working)

## Certifications

Professional Scrum Product Owner I  
(PSPO I)

Professional Scrum Master I (PSM I)

## Honors-Awards

Auckland University Engineers  
Association Scholarship

Senior Scholar in the Faculty of  
Business and Economics

Top in Class Award - Advanced  
Financial Management

# Dillan Patel

Lead Product Manager | Marketplace & Early Stage Growth Expert |  
No-code and AI enthusiast  
Berlin, Berlin, Germany

## Summary

I'm what happens when you put a engineering nerd # into a family full of accountants . I am a product leader with 5 years of experience specialised in growing early stage B2B marketplace products. I excel at leading cross functional teams and forming strong product organisations that empower them to succeed. Here are some of my favourite accomplishments so far;

At B2B wholesale marketplace Qogita (backed by Accell and Bessemer), I was employee #12. Over 2.5 years we grew from a seed company to series with with over 110 employees. As an early employee, I set the product vision, strategy and roadmap for the supplier side of our marketplace and led 5 different multidisciplinary teams to drive growth and operational top level OKRs.

At the manufacturing marketplace Hubs. I was asked to lead the cross-functional team that focused on a niche style of moulding I recognised our customers needed. In 3 months we 3x our moulding revenue and doubled our conversion for this product which has grown to be the second most profitable product in the company.

I grew financial literacy startup Savy into a national organisation. We went from reaching 500 kids to teaching 7000 people about the basics of money across 5 cities in one year.

Learning to become an quality indian chef after being constantly disappointed by the state of gujurati food in europe. I now make a better Dahl tadka than my grandma... though she still disputes this.

I began as a medical device inventor in New Zealand, building products that take on average 7 years to release. However, I felt the urge to work on cutting-edge technology shaping the world now, not just read about it. So, I moved to Europe and joined Hubs, a startup revolutionising manufacturing. That experience opened my eyes to

the speed and scale of tech products, and I've been part of it ever since—building breakthrough automotive/mobility tech at Mercedes-Benz and enabling suppliers at Qogita.

I thrive in fast-paced, agile environments, creating solutions people need. With a strategic, technical, and customer-focused mindset, I craft product visions that inspire my teams and use data to make a strategy that will get us there.

If you are looking for an early product hire for you startup, building interesting apps using AI and no code tools or can recommend a top tier indian restaurant in Germany please DM me.

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## Experience

### Qogita

2 years 7 months

#### Senior Product Manager

August 2023 - April 2024 (9 months)

Berlin, Germany

I was employee #12 at Qogita. I built the seller side foundations that helped us grow from seed to a series A company with over 110 employees.

#### Key Achievements

- Responsible for company level OKRs focused on supplier growth and operational excellence. Over 2 years I led 5 multidisciplinary teams to push these metrics
- Improved fulfilment rate from 53% to 90% in 6 months by using data and root cause analysis to identify the systemic reasons for poor orders. This is 10% higher than the industry standard.
- We grew our catalogue size from 200,000 items to over 2,000,000 by 5x the number of sellers on Qogita in 1 year.
- Led data scientists to build data-based products that graded potential sellers during onboarding, recommended optimisations to sellers catalogues and improved the data quality of our own catalog.

### Product Manager

October 2021 - July 2023 (1 year 10 months)

Berlin

## Key Achievements

- Worked across sales, operations, finance and the founders to build the roadmap of features that enabled us to seamlessly onboard and activate hundreds of sellers to Qogita
- Iteratively redesigned the sale fulfilment process to remove all manual intervention by the operations and finance teams needed to fulfil a sale.
- Rebuilt the logistics flow in 3 months which cut the time to dispatch orders by 50%.

## Mercedes-Benz AG

2 years 1 month

### INspire | The Leaders' Lab

September 2019 - September 2021 (2 years 1 month)

Germany

An executive leadership program that aims to rapidly train and fast-track high potential leaders to management positions across Daimler.

### System Product Owner

April 2021 - August 2021 (5 months)

Stadt Berlin, Berlin, Germany

My role was to radically simplify our MBUX in-car infotainment system to improve UX. I removed 8 features which saved us at least 5,000,000 euros in development and licensing fees.

### Growth Specialist

January 2021 - April 2021 (4 months)

Stuttgart, Baden-Württemberg, Germany

I improved the sales pipeline, CRM tooling and sales strategy for cloudmobility, an automotive specific cloud and mobility data marketplace.

### Product Owner

August 2020 - December 2020 (5 months)

Lisbon, Portugal

PO for a newly formed team to redevelop a fleet management SaaS product. The challenge was to build software that leverages modern truck technology (shared, electric, autonomous trucks) but is still familiar and user-friendly to traditional fleet owners.

Led a team of data scientists as we explored a field product to provide predictive maintenance alerts for trucks using their engine data.

Separately, I led a team of 3 that started OKRs for this 50 person company. It was such a success that our framework and rollout plan was used across 4 other departments at Mercedes-Benz trucks tech division.

#### Product Manager

February 2020 - July 2020 (6 months)

Berlin, Germany

I defined the standard for eVan marketing alongside head of European marketing and graded 44 markets with it. For the 8 lagging markets, we prepared joint action plans with market heads.

#### Portfolio Manager

September 2019 - February 2020 (6 months)

Stuttgart, Baden-Württemberg, Germany

Our purpose was to invest in startups that aligned with Daimler's strategic focus. We defined our strategic focus to be premium mobility and built a portfolio of 7 startups. 3 of which have partnered with Daimler on joint initiatives.

#### 3D Hubs

##### Sales Engineer

November 2018 - July 2019 (9 months)

Amsterdam Area, Netherlands

##### Key Achievements

- Owned a company level OKR for injection moulding to validate a new product line. In 3 months we 2x the conversion rate and 3x the revenue for this fledgling business arm which is now the 2nd most profitable part of the company.
- Highest performing sales engineer involved in USD 800,000 of deals in 7 months (20% of the companies revenue).
- Reduced time to close engineering requests from 72 hours to 24 hours, which improved sales velocity by 8%

#### Fisher & Paykel Healthcare

##### Product Development Engineer

February 2017 - August 2018 (1 year 7 months)

Auckland, New Zealand

FPH is the leading designer, manufacturer and marketer of products and systems for use in respiratory care, acute care, and the treatment of obstructive sleep apnoea.

#### Key Achievements

- I helped my team release a new product called an Oxygenation Kit which has evolved into the revolutionary anesthesia business unit
- Within my first 2 months I became the company expert in monofilament extrusion. I did this despite not having formal plastics or extrusion training showing my ability to learn quickly about unfamiliar things and then execute at a professional standard
- With my team, we managed to prove the feasibility of a game changing technology by increasing its life by 18 times to meet the market's requirements. This was achieved by using a methodical design approach and creative problem solving

#### KPMG New Zealand

Financial Risk Management intern

November 2015 - February 2016 (4 months)

#### Key Achievements

- I developed a procedure using Bloomberg and Microsoft Excel which allowed my team to more easily value a client's entire portfolio. This was a much more effective and efficient process, as the preceding procedure involved sampling test derivatives on a case by case basis.
- I proactively became involved in other advisory functions (IT, anti-money laundering and forensics) as well as functions beyond the advisory team (Audit). This not only helped to develop my professional skills, but also my understanding of the company as whole demonstrating intellectual curiosity.
- I was trusted to work independently on secondment at BNZ for at the end of my internship. This independent work is not typically entrusted to interns at KPMG, but I was given this insightful opportunity because of my highly transferable skills, people skills and adaptability.

#### Fisher & Paykel Healthcare

Product Development Intern

November 2014 - February 2015 (4 months)

Auckland, New Zealand

FPH is the leading designer, manufacturer and marketer of products and systems for use in respiratory care, acute care, and the treatment of obstructive sleep apnoea.

#### Duties and Responsibilities

- Researching international healthcare standards, then subsequently designing experiments and analysing data to verify that a new product meets these standards

#### Key Achievements

- All of my validation reports were of a high enough standard to be released alongside the Oxygenation kit product release
- I created a method to measure a product's overall air leak which is over 8 times more accurate than the standard method while still using the same measurement devices.

### Savy NZ

#### Director of Operations

February 2013 - March 2014 (1 year 2 months)

Auckland University

SavY is a charitable organisation which aims to promote good financial habits in all youth by running fun and interactive financial literacy workshops in secondary schools and universities.

#### Duties and Responsibilities

- Coordinate with staff to ensure there is at least 1 facilitator at every workshop
- Brainstorming with other SavY departments to strategize and help SavY grow
- Organise group functions and events to maintain a strong team spirit within SavY
- Confidant and charismatic public speaking when running a workshop

#### Key Achievements

- Managing and training 49 course facilitators
- All of the 250 workshops booked had a competent facilitator present to facilitate the workshop
- Successfully coordinated with other SavY departments to grow SavY into Wellington and Hamilton

## Auckland Motors Mitsubishi

### Mechanic

November 2013 - February 2014 (4 months)

Manukau

I Initially started assisting mechanics with the work they were doing and ensuring the workshop was kept tidy but very quickly the manager entrusted me to independently service customer cars, fix minor complaints and handle pre delivery inspections of brand new vehicles before they were handed to the customer

## Icon Concepts

### Salesman

January 2013 - February 2013 (2 months)

At Icon Concepts I worked in a tight knit team of salespeople to sell home appliances in store as well as online. My duties extended to dealing with all customer complaints and organising home deliveries of larger appliances.

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## Education

### The University of Auckland

Bachelor of Commerce - BCom, Economics, Finance · (2012 - 2017)

### University of Auckland

Bachelor of Engineering (with 1st class honours), Mechanical

Engineering · (2012 - 2017)