Akhil Dhingra

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About Me

I bring extensive experience in cloud data systems, technical product management, and personalization, with a strong focus on driving sales and customer analytics. My expertise spans Customer Data Platforms (CDPs), ML driven sales enablement and raising Series A for Groupon APAC (Nearbuy.com). My technical leadership, coupled with a strategic business mindset, has consistently delivered results across diverse, global organizations. Git Profile: https://github.com/akhil9909

McAfee, Vancouver Canada

Senior Manager, Customer360 Project | Apr 2024 - Present

Promoted to lead the strategic Customer360 initiative within Analytics, spearheading the transition to a composable CDP architecture on Databricks.

- Hired and led a cross-functional team to deliver Customer360 capabilities using Databricks.
- Developed strong cross-functional alignment for Customer360 applications and metrics like LTV/CAC, balancing incremental business value with long-term capabilities.
- Integrated identity resolution and reverse-ETL, enabling seamless cross-platform targeting and experimentation within the Martech ecosystem.
- Key outcomes: 67% improvement in Ad Spends through data-driven targeting, personalized lifecycle messaging, and optimization of subscription management.

Senior Product Manager, Personalization Project | Oct 2021 - Apr 2024

Led technical product management for McAfee's personalization initiatives, focused on enhancing the customer lifecycle messaging and subscription journey.

Audibene, Berlin Germany

Product Owner | Jun 2020 - Sep 2021

Led a sales enablement focussed cloud migration project for Audibene, overseeing the end-to-end migration of data systems to a Snowflake-based architecture while managing an international team of data engineers and scientists.

- Successfully migrated legacy data systems to a scalable Snowflake data warehouse.
- Led the design and implementation of CRM & sales data marts and data models on Snowflake
- Unlocked use cases for sales-enablement optimizing sales ops with lead and opportunity scoring ML initiatives.

Zalando, Berlin Germany

Senior Product Manager | Mar 2019 - Jun 2020
Product Manager | Jul 2018 - Mar 2019

Drove technical product initiatives for Zalando's data infrastructure, with a focus on scaling its data lake and ensuring compliance with GDPR and Antitrust regulations.

- Managed a data lake of over 20 petabytes with 3,500+ users across Zalando's international teams.
- Developed privacy compliance features (RTBF, RTI) in response to GDPR and internal privacy regulations, building robust data governance capabilities.

VWO, New Delhi
Manager Analytics | Apr 2017 - Jun 2018
Led a two-person analytics team in VWO's growth phase (ARR $25M), establishing a BI function and improving sales funnel efficiency through data-driven insights.

- Introduced company-wide SaaS metrics for executive reporting, optimizing B2B sales analytics.
- Improved sales performance and funnel efficiency through advanced BI engineering.

Groupon, New Delhi
Senior Associate Manager | Apr 2016 - Oct 2016
Associate Manager | Apr 2015 - Apr 2016
Key individual contributor in Groupon's finance and analytics team, delivering reporting automation, incentive analysis, and financial modeling for strategic investment decisions.

- Financial due diligence for Sequoia Capital's $20M investment in Groupon APAC.

Moody's Investor Service, New Delhi
Credit Analyst | Mar 2014 – Mar 2015

- Analyzed financial statements and provided credit opinions on long-term debt instruments for small businesses.

DXC Technologies, New Delhi   (Associate Engineer | Jul 2010 – Jul 2012)

- Scripting and process improvements for Unix server and infrastructure.

Achievements
- **Speaker**: Spark AI conference, Amsterdam – *"Building an AI Powered Retail Experience"*
- **Speaker**: Bar Camp – *"Build vs Buy vs Vendor Managed"*
- **Gold Medalist**: Financial Management, Great Lakes Institute of Management

Education	Other Experience
MBA Finance (Gold Medalist) B-tech	Consulting (National Skill Development Co 2017), Developer - 9draft.com