

Akhil Dhingra

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About Me

I bring extensive experience in cloud data systems, technical product management, and data engineering, with a strong focus on driving high-scale infrastructure projects. My expertise spans Customer Data Platforms (CDPs), SaaS/PaaS product lifecycles, and data-driven marketing solutions, unlocking scalable opportunities and measurable business impact. 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 Marketing 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, 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 ROAS 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 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, within budget and timeline.
 - Unlocked use cases for sales-enablement optimizing sales ops with lead and opportunity scoring ML initiatives.
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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.
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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.
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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.
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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.
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DXC Technologies, New Delhi (Associate Engineer | Jul 2010 – Jul 2012)

- Scripting and process improvements for Unix server and infrastructure.
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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
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Education	Other Experience
MBA Finance (Gold Medalist) B-tech	Consulting (National Skill Development Co 2017), Developer - 9draft.com