

David Khalifa

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Visionary and strategic Group Product Manager with 25+ years of experience leading enterprise-scale digital and AI transformations, currently driving cross-org innovation at Microsoft in the Cloud + AI division .

Proven leader with a track record of building AI-driven platforms , managing cross-functional teams and scaling innovative solutions, including Microsoft AI Copilot and enterprise LLM applications. Passionate about scaling AI-driven decision-making and shaping enterprise product strategies. I have led and inspired high-performing business and technical teams to deliver world-class products. My strategic and innovative approach in AI and product management is evident in his ability to formulate product roadmaps, engage with end-users, and ensure post-launch success.

EXPERIENCE

Microsoft Corporation, Redmond, WA

2021– Present

Principal Software Architect | Cloud + AI | C+E Commerce and Ecosystems

Spearheading architecture and Responsible AI for all CFP AI initiatives

- Embedded Responsible AI principles and tooling within product lifecycle, ensuring enterprise compliance and trust alignment.
- Championed platform unification efforts to reduce duplication across knowledge domains and streamline user intent routing in agentic workflows.

Principal PM Manager | Cloud + AI | C+E Commerce and Ecosystems

Leading highly effective team of Product managers and Software Engineers, with focus on pioneering digital and AI product management and transformations. Spearheading Engineering and product developments across organizations' different verticals and horizontals, Microsoft AI CoPilot for Commerce and Ecosystems, CFP&A Enterprise Planning, Microsoft Enterprise ARC Audit , Risk and Compliance , MBS Microsoft Business Solutions, Enterprise cloud signature services .

- Led the development of Microsoft AI CoPilot for C+E Commerce and Ecosystems, Spearheaded the integration of innovative AI technologies with Microsoft's enterprise platforms to enhance user experiences for over 10,000 finance and business users.
- Led the productization of foundational Copilot features in Commerce & Ecosystems, enabling secure enterprise AI usage
- Ensured FinEx CFS stayed at the forefront of the AI industry and innovations, delivering benefits to different C+E workstreams, customers, and partners.
- Leveraged data-driven insights and predictive modeling to identify new revenue growth opportunities, optimize CFO planning, and drive P&L improvements impacting over \$200B in financial streams.
- Unified cross-org AI roadmap across Finance, Risk, and Compliance with integrations to Foundry and Azure OpenA
- Enabled real-time and context-aware retrieval pipelines for CFO planning tools using hybrid search and knowledge graph technologies
- Delivered measurable outcomes, achieving a 70% improvement in key performance metrics through AI innovation.

Sony Pictures Entertainment, Los angles, CA

2021

Managing Director

Mar 2021 – Aug 2021

Innovative digital transformation leader and consulting executive specialized in architecting, managing, solutioning, developing and delivery of SAP digital business transformation projects.

- Directed an **\$80M+** digital transformation initiative, implementing SAP S/4 HANA Central Finance and integrating AI-driven planning tools to support scalable business outcomes.
- Led cross-functional teams in designing and executing strategic programs, fostering collaboration among product, engineering, and partner teams.
- Executed programs for system integrations, data governance, and collaboration between stakeholder groups.
- Led negotiations with vendors and partners, achieving favorable outcomes and maintaining strong relationships.
- Resolved escalations and disputes, ensuring seamless project progression.

Deloitte Consulting, LLP, Houston, TX

2019 – 2021

Enterprise Performance Global Leader

Aug 2019 – Mar 2021

Top-tier leader in the Data and analytics practice , delivering transformation programs globally. Managed global transformation programs, including cloud migrations and advanced AI/ML initiatives, ensuring the successful delivery of enterprise-scale projects exceeding **\$350M** in revenue

- Delivered transformation programs globally, including cloud migrations of SAP S/4 HANA, AI/ML solutions, and advanced analytics.
- Oversaw comprehensive data analytics architectures, integrating real-time metrics to drive continuous improvement across diverse client portfolios
- Orchestrated cloud migrations of SAP S/4 HANA, AI/ML, advanced analytics, data governance, and enterprise information management.
- Cultivated trusted advisor relationships with C-suite executives and led strategic planning efforts that delivered a 25% growth increase in targeted business sectors.
- Achieved **140%** of targets, growing the business by **25%**.
- Provided strategic planning support and analysis of technology trends, influencing enterprise-wide decisions.

Capgemini America, Houston, TX

2008 – 2019

Consulting Executive | Service line Leader Go-to-Market.

2013 – 2019

Managing Director | Principal Solution Architect

2008– 2013

Spearheaded SAP S/4 HANA transformation programs for multinational clients, using data and analytics to enhance decision-making and operational efficiencies

- Improved efficiency of transformation programs through new operating models and governance processes.
- Directed **\$90M** annual revenue targets, consistently outperforming KPIs.
- Oversaw the revenue and growth targets of the SAP practice supporting different sectors Achieved **120%** of target and **20%** growth in revenue.
- Decreased deployment time by 25% delivering projects ahead of schedule and under budget.
- Increased market competitiveness and executive decision-making effectiveness through strategic initiatives.

- Developed deep and long-term trusted advisor relationships with clients at various levels of the organization from the C-Suite to day-to-day development teams including line of business executives, resulting in either net new accounts and/or additional revenue.

EDUCATION

- **MIT Executive Education**
Artificial Intelligence and Implications for Business Strategy
- **M.Sc., Master of Information Technology**
University of Queensland, Australia, 2003
Specialty in Business Process Re-Engineering in ERP Solutions
Awarded Commendation Certificate for High Academic Achievement
- **B.Sc., Bachelor of Electrical Engineering with Honors**
Awarded Best Research Student of the Year Certificate

Additional Skills

- **Languages:** English, French
- **Citizenship:** US Citizen, Australian Citizen
- **Industry Experience:** Hi-Tech, Media, Manufacturing, Utilities, Financial Services, Telecommunications, Public Sector
- **Key Skills:**
 - Strategic Leadership , AI Partnerships & Negotiation
 - Program & Project Management
 - Cross-Functional Collaboration
 - AI Product Development & Innovation
 - Cloud Engineering & Digital Strategy
 - Agile Transformation , Methodologies & Digital Strategy
 - Stakeholder Engagement , Communication , Strategic Partnerships & Negotiation
 - Knowledge Retrieval Systems (Vector DBs, Hybrid Search)
 - GenAI & LLM Application Architecture
 - Microsoft Copilot, Foundry, Azure OpenAI
 - Cross-org Product Leadership
 - Knowledge Graph & Semantic Search
 - Responsible AI & Compliance in LLMs
 - Digital & AI Transformation Leadership
 - Strategic Product Road mapping & Execution
 - Cross-Functional & Stakeholder Engagement