**Dheeraj Chand**

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## PROFESSIONAL SUMMARY

Results-driven Marketing & Data Analytics Professional with 21 years of experience translating complex data insights into compelling market strategies and customer narratives. Expert in market intelligence, competitive analysis, and data-driven positioning with proven success leading cross-functional teams and launching B2B SaaS platforms used by thousands of users. Deep expertise in survey methodology, customer segmentation, and go-to-market strategy development.

## CORE COMPETENCIES

Product Marketing Core: Market Intelligence & Competitive Analysis • Product Positioning & Messaging Development • Go-to-Market Strategy & Product Launch Management • Customer Segmentation & Buyer Persona Development

Research & Analytics: Survey Methodology & Customer Insights • Market Research Design & Implementation • Competitive Intelligence & SWOT Analysis • A/B Testing & Conversion Optimization

Communication & Technology: Strategic Messaging & Narrative Development • Technical Concept Translation for Business Audiences • Data Visualization & Reporting (Tableau, PowerBI, d3.js) • Client Relationship Management & Business Development

## PROFESSIONAL EXPERIENCE

### PARTNER - Siege Analytics, Washington, DC | 2005 – Present

Marketing Strategy and Data-Driven Insights

• Conducted comprehensive quantitative and qualitative research studies for political candidates and major organizations, providing actionable consumer insights and market intelligence

• Designed and implemented advanced segmentation models using demographic, psychographic, and behavioral data to identify high-value targets

• Led multi-million dollar market research projects involving sensitive consumer data, ensuring compliance with privacy regulations while delivering actionable insights

• Translated complex technical concepts into clear, actionable messaging that drives customer adoption and business growth

### ANALYTICS SUPERVISOR - GSD&M, Austin, TX | November 2019 – June 2020

Data Department Transformation and Client Strategy

• Transformed the small data team into a big data engineering team, going from working on small datasets on laptops to using Hadoop Clusters and Hive on AWS

• Rewrote the mission and offerings of the department and drafted a plan for how it would integrate with the rest of the strategy team

• Managed accounts for United States Air Force, Southwest Airlines/Chase and Indeed with focus on data-driven marketing insights

• Introduced version control and Agile methodologies to the data team, improving project delivery timelines by 40%

### DATA PRODUCTS MANAGER - Helm/Murmuration, Washington, DC | June 2021 – May 2023

Consumer Insights and Market Intelligence

• Conceived and led implementation of comprehensive multi-tenant data warehouse integrating consumer demographic, economic, and behavioral data

• Overhauled the organization's survey methodology and polling operations, significantly improving data accuracy and response rates

• Managed and developed one of the in-house polling teams, focusing on Random Device Engagement (RDE), text message and web panel collected surveys

• Developed advanced data pipelines for machine learning applications that enhanced consumer segmentation and predictive modeling capabilities

### SENIOR ANALYST - Myers Research, Washington, DC | August 2012 – February 2014

Market Research and Consumer Insights

• Designed comprehensive survey instruments for specialized voting segments and niche markets

• Developed sophisticated analytical products and reports that delivered actionable insights to clients

• Co-developed RACSO web application to manage all aspects of survey operations, from instrument design to data collection and analysis

• Introduced geospatial techniques to enhance market segmentation capabilities, providing clients with location-based consumer insights

## KEY ACHIEVEMENTS AND IMPACT

### Marketing Strategy & Client Success

• Rewrote services offering for multi-million dollar advertising agency data department

• Restructured Decision Sciences Department to scale capabilities from small-scale data analysis to comprehensive big data operations

• Improved project delivery timelines by 40% through introduction of version control and Agile methodologies

• Revealed new insights about existing customers through spatial analysis and consumer segmentation methodologies

### Research & Analytics Innovation

• Built the first collaborative and multi-actor contributed poll of polls used by the Democratic Party

• Developed RACSO platform for pollsters to fully administer research, analyzing bids from 1,200 vendors

• Engineered FLEEM system using Twilio API for thousands of simultaneous phone calls for IVR polls

• Pioneered the integration of advanced mapping techniques into standard reports, including choropleths and hexagonal grid maps

### Data-Driven Marketing

• Led multi-million dollar market research projects involving sensitive consumer data with privacy compliance

• Developed advanced segmentation models using demographic, psychographic, and behavioral data

• Created comprehensive data visualization solutions that improved clients' understanding of complex research findings

• Managed national polling team of five data analysts for consumer insights and market intelligence

For a more detailed, full description of my experience, please visit my LinkedIn and Personal Site.