

DIPANJAN BANIK

Director, Product Management

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SUMMARY

A product management leader with expertise in Artificial Intelligence & Machine Learning, Cloud Native Architecture, Agile Methodologies and Software Design. Adept at leading and motivating multi-functional teams. An influential communicator with strong presentation and negotiation skills.

SKILLS

- Artificial Intelligence & Machine Learning, Natural Language Processing, Cloud Computing.
- Product Vision & Strategy, Business Model, Seller readiness, Go-to-market, Partner Ecosystem.

EXPERIENCE

Microsoft Corporation

(08/2005 – Now)

Principal PM Manager, Sustainability and Energy Cloud (Redmond, WA 03/2022 – Now)

Led the strategy and execution of AI product development for Microsoft's Sustainability Cloud and Energy Platform, providing mentorship and coaching to team members.

- Managed a team of Product Managers and Data Scientists to develop AI/ML capabilities for methane leak detection, sensor placements, anomaly detection, and automatic invoice processing using Large Language Models (LLMs) such as T5 and GPT. Resulted in a 20% increase in enterprise customer adoption within 6 months, with over 20 customers impacted.
- Collaborated closely with Sales and Customer Engineering teams to onboard early adopter customers, establish partnerships with leading ISVs and SIs, and validate market demand. Resulted in successful partnership agreements with 3 key partners and validation of the product roadmap through market analysis.

Principal PM Lead, Cloud for Financial Industry (Redmond, WA 03/2020 - 03/2022)

Directed AI product development for Azure's Financial Industry in Capital Markets, including hiring domain experts and leading development of deep learning-based Proxy modeling for Quants and Large Language Models (LLMs) for document summarization, question answering, classification, and entity extraction in areas such as SEC filings, earnings calls, and ESG reports.

- Operationalized advanced analytics for large multinational banks on Azure as a managed service, resulting in an early renewal of Azure commit worth over \$200M.
- Created customer onboarding strategies that led to adoption of AI solutions by over 30 customers, including 2 global banks.

Senior TPM Manager, Azure AI Ecosystem (Redmond, WA 01/2016 - 03/2020)

Managed team of TPMs for AI open-source repos and critical customer workload migration. Spearheaded ISV ecosystem strategy. Delivered impactful results, mentored team, and fostered high-performing culture.

- Successfully led multiple customer migrations of AI workloads, resulting in \$100+ million revenue, with notable use cases including Recommenders and Language Understanding.
- Managed a team of TPMs that shipped three high-profile open-source repos, including Microsoft's [computer vision repo](#) with 8K+ stars, [NLP AI repo](#) with 6K+ stars, and [Recommenders](#) with 15K+ stars. These efforts established Azure AI as a leading platform for cutting-edge AI technologies.

Product Manager, Azure Stream Analytics, StreamInsight (Redmond, WA 01/2012 – 01/2016)

Led customer onboarding and product feature ownership including SQL-like Query Language, reference data, IoT data ingestion, AI/ML, geo-spatial functions, and integration with Cognitive Services and Event Hubs.

- Launched Stream Analytics V1 from inception to GA in 12 months, with a GTM plan for TechEd Europe product launch and a partner event attended by 60+ partners.
- Grew Azure Stream Analytics to 1000+ customers in a year, making it one of the fastest-growing Azure services with 12% MoM growth and 2X growth every six months.
- Managed product release, compliance, and security of StreamInsight, ensuring 99.9% uptime for large-scale production customers like Halo and Protection Services.

ADDITIONAL RELEVANT EXPERIENCE

Micro Architect, Co-Founder (Bangalore, India)

- Experienced the journey as a Startup.
- Launched a product Smart Traveler for tours and transport businesses.

EDUCATION & CERTIFICATIONS

- **Master of Computer Applications (MCA)** – Bangalore University, India.
- **Microsoft Certified Professional - C#** Exam #70-316, Microsoft Corp.
- **Advanced Projects Class** from **Microsoft AI School**.

AWARDS & RECOGNITION

- Patent: Constructed Data Stream for Enhanced Data Processing | Patent No: 9870410 Issued Jan 16, 2018.
- Golden Volcano Winner at The Garage Science Fair 2015.
- ACE Star Performer Award FY 07 Q1.
- Regular speaker at external and internal conferences - Strata, Hadoop World, Hannover Messe, Microsoft TechEd, Tech Ready, Microsoft Build, WPC, Microsoft Inspire, PASS Summit.
- Recognized Speaker at Big Data Insights Symposium 2014.

Additional Information:

Work Authorization Status: US Lawful Permanent Resident.