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 a team of Product Managers to build AI/ML capabilities within Microsoft Sustainability Manager & Energy Data Services. Resulted in 20% increase in enterprise customer adoption within 6 months.
- Enabled AI scenarios and metrics for Methane leak detection, Sensor placements, Anomaly Detection, What-If Analysis and Automatic Invoice Processing with Large Language Models (LLM)
- Collaborated closely with Sales and Customer engineering teams to onboard early adopter customers, formulated ISV and SI partnership strategy, got market validation, and matured our product roadmap.
- Managed hiring, team performance, provided mentorship, and coached team members on career development.

Principal PM Lead, Cloud for Financial Industry (Redmond, WA 03/2020 - 03/2022)
- Led development of deep learning based Proxy modeling for financial quantitative models targeting Quants in Capital Markets. Operationalized large multinational banks to run advanced analytics on Azure with tens of thousands of cores as a managed service.
- Created financial domain-specific Large Language Models (LLM) for Document Summarization, Question Answering, Classification, and Entity Extraction. Productized fine-tuned NLP models for Earnings Call transcripts, SEC filings, ESG Reports.
- Created customer onboarding strategies resulting in the adoption of AI solutions by 30+ customers including 2 global banks.

Senior TPM Manager, Azure AI Ecosystem (Redmond, WA 01/2016 - 03/2020)
- Led the ISV ecosystem strategy and execution of Azure AI Platform.
- Led a team of TPMs to drive critical multiple customer migration of AI workloads resulting in $100 million+ revenue.
- Shipped top-trending Microsoft AI open-source repo for NLP with 6K+ stars

Product Manager, Azure Stream Analytics (Redmond, WA 01/2014 – 01/2016)
- Launched V1 product from inception to GA in 12 months by leading development of multiple key features- SQL-like Query Language, reference data, IoT data ingestion, AI/ML, geo-spatial functions, and integration with Cognitive Services and Event Hubs
- Onboarded and grew product to 1000+ customers within a year, making Azure Stream Analytics one of Azure's fastest growing services (12% MoM growth; 2X every 6 months)

Product Manager, StreamInsight (SQL Server) (Redmond, WA 01/2012 – 12/2013)
- Owned the product release and packaging of StreamInsight under SQL Server
- Managed release, compliance, and security
- Drove multiple customer engagements and supported two production customers at very large scale – Halo, Protection Services.

Escalation Engineer, SQL Developer (Las Colinas, TX 01/2008 – 12/2011)
- Point of escalation for premium Microsoft customers.
- Product pipeline owner for SQL Integration Services and Reporting Services

Support Engineer, WebData (Bangalore, India 08/2005 – 12/2007)
- Advisory & product support for premier customers in SQL group.

Pacsoft Technologies, Software Engineer   (Bangalore, India|01/2005 – 06/2005)
- SQL/.NET developer for their flagship school management product Lyceum

Micro Architect, Co-Founder   (Bangalore, India|04/2003 – 08/2005)
- 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, 2017**

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 Green Card