

NIKHIL SINGHAL

CTO | HEAD OF PRODUCT | VICE PRESIDENT ENGINEERING @ PRIVATE EQUITY BACKED AND FORTUNE 500 COMPANIES

EXECUTIVE SNAPSHOT

- ✓ Purpose Driven Architect with 25+ years creating products
- ✓ Built 18 Products - 10 B2B focused; 8 Consumer centric
- ✓ Data Sciences and Machine Learning led product design
- ✓ Expert in scaling Product, Engineering and DevOps
- ✓ An accomplished leader with rich industry experience in **various verticals** including Employee Engagement, Communities and Network, Travel, Gaming, E-Commerce, Energy, Insurance and Education

STRENGTHS

- ✓ Technology strategy and vision
- ✓ Leverage data driven decisions
- ✓ Build experiences not features
- ✓ Governance and compliance expert
- ✓ Expert in global collaboration and partnerships

PRINCIPLES AND VALUES

- ✓ Relationships, Impact and Growth driven leadership
- ✓ Bring honesty, integrity, and transparency
- ✓ Being curious and resourceful
- ✓ Have a growth mindset and lead by example
- ✓ Always empower, coach and mentor the teams

RELEVANT EXPERIENCES

CTO HEAD OF PRODUCT IMPERATIVE GROUP <i>Mar 2020 – Mar 2022</i>	Led Product and Technology at Imperative, an enterprise peer coaching platform that utilizes Organizational Network Analysis. Created the platform that combines machine learning powered conversations and behavioral sciences to manage, scale, and measure peer coaching programs that address the needs for social connection and learning. Crafted the product strategy and technical roadmap designed to scale the adoption and engagement. Impacts: Increased ARR from 1 to 4 MM, tripled the team sizes across engineering and product, improved product scalability by 400%, and brought the development in-house (own our IP).
SENIOR DIRECTOR (INTERIM), TECHNOLOGY EXPEDIA GROUP <i>Sep 2018 – Mar 2020</i>	Headed the Lodging Platform Integration and Experience group at Expedia. Provided technical leadership for B2B integrations with lodging suppliers, 3 rd Party Inventory management, enhanced Developer and Integration Portal. Worked with external partners to define a well-rounded business strategy for adoption growth. Led product strategy along-with product counterparts to build a hypergrowth product model. Impacts: Increased 3 rd party lodging suppliers from 28 to 75, decreased the onboarding time from 180 days to 35 days, and led the integration of VRBO systems into Expedia Lodging solutions resulting in annual savings of \$45MM.
DIRECTOR, DIGITAL TRANSFORMATION HITACHI CONSULTING <i>Jan 2014 – June 2018</i>	Led the Cloud Transformation, Agile and DevOps projects. Provided technical architecture and product management thought leadership to build world-class enterprise and cloud solutions. <i>Clients: Microsoft, NWEA, Rabobank, Trupanion Inc., Toyota Financial Services</i> Impacts: Led teams of over 200 engineers, product, test, design and account managers to drive over 100MM in revenue and increase business opportunities. Fostered deep relationships while working independently with client CxO's.

PAST EXPERIENCES (1996 - 2013)

- ✓ VICE PRESIDENT OF ENGINEERING at **GROUND SPEAK**
- ✓ DIRECTOR OF ENGINEERING at **GRIDPOINT**
- ✓ PLATFORM ARCHITECT at **AT&T** and **OPENTEXT**
- ✓ DEV LEAD at **MICROSOFT**, **DIGITAL EQUIPMENT CORP.** and **VERIFONE**

EDUCATION

Harvard University - Master's Certifications, Distributed Computing and Unix System Programming
B.S. - Computer Science & Engineering, Bangalore University, India. Graduated In the Top 1% Of Class

HONORS AND ACHIEVEMENTS

- ✓ **Expedia Group** Leadership Academy Coach, EG Evaluator, Innovation mentor and Promo bar raiser
- ✓ **Amazon** AWS Certified Solutions Architect, Developer and SysOps Administrator
- ✓ **Agile/SCRUM:** Certified SCRUM Professional, SCRUM Master and SCRUM Product Owner
- ✓ **Microsoft Awards:** Above & Beyond award, Gold Star award for excellent performance
- ✓ **Patents:** Protecting Non-Adult privacy in Content Page Search, Metadata for Searching Within First Degree Contacts and Collaborative Content Publishing