

DIPANJAN BANIK

Director, Product Management

972.971.8500 | dipanjan@dbanik.com | Greater Seattle, WA | [linkedin.com/in/dipanjanbanik](https://www.linkedin.com/in/dipanjanbanik)

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

Oracle Corporation (05/2023 – Present)

Director, Product Management, Health Data Intelligence (HDI)

Head of Product for Health Data Warehouse, the main analytics platform for Population Health Management. Led the product strategy and managed the P&L for over \$125 million. Achievements include:

- Migration Strategy: Designed and implemented a robust migration strategy for more than 800 large enterprise customers, transitioning from AWS to OCI. Created a detailed migration plan for custom report conversion from Tableau/BO to Oracle Analytics Cloud, saving \$95 million in projected costs.
- Pricing Model: Designed a new pricing model for the Analytics platform, introducing guardrails and usage-based tiers. Simplified a previously complex SKU structure to make product packaging easier to sell and deliver increased value to customers.
- Product Strategy: Authored high-quality PRDs, setting new standards for the team, and led the adoption of new documentation styles. Facilitated PRD review sessions with engineering, fostering a culture of continuous improvement and collaboration.
- Go-to-Market (GTM) Initiatives: Spearheaded GTM initiatives by creating compelling customer pitch decks, conducting roadshows, and organizing an onboarding plan for pilot customers. These actions directly increased customer trust and drove satisfaction in the OCI migration experience.

Microsoft Corporation

(08/2005 – 04/2023)

Principal PM Manager, Sustainability and Energy Cloud (Redmond, WA 03/2022 – 04/2023)

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 GPT3. Results included 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 contract agreements 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 repository, 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.
- Bachelor of Computer Science (BS) – Bangalore University, India.
- Microsoft Certified Professional - C# Exam #70-316, Microsoft Corp.
- Advanced Projects Class from Microsoft AI School.

AWARDS & RECOGNITION

- **Exceeds Expectations Rating** at Oracle in the annual performance review 2024
- 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 – Oracle Cloud World, 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.