

Somnath Dutta

10 Years 6 Months Overall Experience

Technology strategy leader with 10+ years driving product strategy and digital transformation across SaaS, marketplace, and enterprise platforms. Proven expertise in scaling products from 0-1 and 1-100, implementing AI/ML solutions, and enabling cloud-first architectures. Expert in product-led growth, enterprise sales, and digital transformation. Built revenue engines worth INR 200Cr+ while managing 50+ cross-functional teams. Specialist in entering new markets and achieving category leadership.

Industry

- **Healthcare**
- **E-Commerce(Hyperlocal)**
- **Hospitality**
- **ITES**

Functional Areas

- **Technology Strategy & Digital Transformation**
- **Cloud Architecture & Migration Strategy**
- **Agile Transformation & Product Management**
- **Product Marketing & Go-to-Market Strategy**
- **Business Development & Strategic Partnerships**

Education

IIM Indore

Masters of Business Administration

2025 - 26

McCombs School of Business

Post Graduate Program in Artificial Intelligence for Leaders

2023 - 24

JUET Guna

B. Tech in Mechanical Engineering

2010 - 14

Certification

Post Graduate Certificate in Product Management

Professional Certificate in Product Management from Kellogg School of Business

2023

Google Data Analytics Professional Certificate

Professional Certification in Data Analytics & Visualisation

2025

Digital Transformation with Google Cloud

Digital Transformation using AI/ML in Google Cloud

2025

Accomplishment

Standout Performer Award (Multiple Years)

Achieved Standout Performer of the Year award in 2021-2022 and 2023-2024 at Vantage Circle for driving product adoption and growth for multiple product segments and categories

Transformation Champion (2023-24)

Recognized for leading end-to-end digital transformation of employee recognition program for 9 enterprise (minimum 10000 employees) companies in a single financial year.

Product Innovation Excellence (2021-22)

Launched employee pulse module adopted by 40+ enterprises, driving 38% increase in platform engagement and INR 10Cr additional ARR year on year

Revenue Growth Champion (2018-19)

Exceeded annual revenue targets by 115%, generating INR 50Cr+ in new business at Oyo for enterprise segment.

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Experience

Vantage Circle

4 Years 6 Months

Growth Product Manager

Sept' 20 - Mar' 25

- Led cloud-native platform serving 2M+ employees across 700+ enterprises. Architected microservices transformation reducing deployment time by 60%.
- Drove agile transformation across 2 product teams (11 members). Implemented API-first architecture enabling 15+ enterprise integrations.
- Achieved 150% YoY growth in cross-segment and category adoption through product-led strategy.
- Built strategic partnerships with Microsoft, Slack, and SAP for seamless HRMS integrations.

Oyo

2 Years 7 Months

Enterprise Manager

Jan' 18 - Aug' 20

- Led digital transformation initiatives for traditional hotel partners, improving their revenue by 35%.
- Implemented data analytics framework for improving occupancy predictions and cloud-based inventory management system across properties.
- Managed stakeholder relationships with C-suite executives. Generated INR 50Cr+ revenue through consultative selling.

Zomato

2 Years 3 Months

Business Development Manager

Sep' 15 - Nov' 17

- Scaled marketplace platform from 5,000 restaurant partners across 20 clusters in 3 districts. Increased market share by 125% in competitive markets.
- Designed partner digitization programs improving operational efficiency by 40%. Led cross-functional teams for product launches.
- Implemented data-driven growth strategies using analytics and A/B testing. Co-led adoption of API integration frameworks for POS systems.

Practo

1 Year 2 Months

Territory Sales Manager

Jun' 14 - Aug' 15

- Drove healthcare digitization for 200+ clinics and hospitals. Developed change management strategies for traditional healthcare providers.
- Created technology adoption frameworks increasing provider efficiency by 30%. Built foundational understanding of enterprise software implementation.
- Achieved 150% of sales targets consistently while establishing Practo's presence in tier-2 cities.