



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.