

# PATRICK DAHLMANN

EXECUTIVE TECHNOLOGY & PRODUCT LEADER

## MEDIA KIT

### EXECUTIVE VISION. BUILT ON ENGINEERING REALITY.

*"I am not a consultant at the sideline. I am a strategic operator who executes."*

My career is defined by one core mission: **Bridging the gap between Boardroom Strategy and Engineering Reality.**

I don't just talk about Digital Transformation; I build the teams, the platforms, and the cultures that make it happen. From launching greenfield IoT ventures to scaling global engineering organizations with over 240 people. My expertise lies in orchestrating the "Product Triangle", uniting Engineering, UX, and Product to drive P&L impact. I am deep in Data & AI to elevate Data and increase AI adoption. Without forgetting the humans behind.



**15+ Yrs**

TECH LEADERSHIP

**240+**

FTE LEADERSHIP

**1 Exit**

SUCCESSFUL SALE

**8-Fig**

BUDGET RESP.

**DE/EN**

FLUENT

#### LEADERSHIP PHILOSOPHY



##### **Bias for Execution**

Prioritizing velocity and measurable outcomes over process bureaucracy and pure output. No 100-page slide decks with no value.



##### **Technical Depth**

Validating vendor promises and speaking the developers' language. From code to production. Developer Experience matters.



##### **Holistic Strategy**

Union of Strategy, Tech, and Leadership. Creating environments for motivated teams to succeed and building high-performing teams.

## VP Digital Experience Development, Data & AI

2023 - Present

DKV MOBILITY GROUP • RATINGEN

Spearheading group-wide Digital Experience Development, Data & AI. Managing a division of **240+ FTEs** with an eight-figure budget, I orchestrate the shift towards a federated Data Mesh and an open platform ecosystem. Thinking Software Engineering, Data & AI as a unified organization.

### Key Achievements

- ✓ **Software Engineering:** Driving digital delivery via a global setup (incl. **Tech-Hub in Romania**) and cloud-native CI/CD (**2,500+ releases/yr**).
- ✓ **Data & AI Ecosystem:** Established a group-wide strategy and an AI Lab delivering substantial **eight-figure Euro value**.
- ✓ **Strategic Partnerships:** Drove high-level vendor strategies, including a strategic partnership with Microsoft.

## Director & Head of Web Services

2020 - 2023

Led the organizational transformation into an agile model, scaling the team from 23 to 100+ internal specialists across multiple European hubs.

### Key Achievements

- ✓ **Agile Transformation:** Scaled the tech organization to 100+ specialists and established high-performing, cross-functional product teams.
- ✓ **Cloud Native:** Drove 95%+ migration to public cloud, eliminating legacy bottlenecks for apps with **1M+ active users**.

## Founder & CEO

2017 - 2025

321GESCHENKE.DE • REMSCHEID

Founded, scaled, and successfully exited a highly profitable e-commerce company. As a bootstrapper, I managed the full lifecycle from coding the MVP to executing the marketing strategy.

### Key Achievements

- ✓ **Profitability:** Achieved and maintained **60-80% Gross Margin** managing full P&L.
- ✓ **Exit:** Successfully sold the company and handed over operations in 2025.

## Technology Lead (IoT Venture)

2018 - 2020 • Vorwerk Group

First IT hire for high-profile IoT venture. **Architected and (re-)built the entire cloud infrastructure.**

- End-to-end scope: Firmware, ERP, Backend to E-Commerce.
- Cloud Native & Real-Time IoT stack.
- Built initial cross-functional tech team.

## Interim Teamlead IT-Governance

2016 - 2018 • BARMER

Restructured IT processes after M&A with GEK. Prepared organization for cloud adoption while ensuring strict regulatory compliance (**Zero Audit Findings**).

## Team Lead DevOps

2012 - 2016 • Trusted Shops

Led transition to modern cloud infrastructure. Implemented Agile methodologies, ensuring **24/7 availability for millions of users**. Release orchestrator.

## E-Commerce Specialist

2010 - 2012 • afi GmbH

Designed and implemented the first B2B/B2C online stores. **Developed ERP/CRM interfaces** and optimized logistics.

## Early Career

2006 - 2009 • DAIMLER AG

IHK (Grade: 2,0)

Industrial Business Clerk & Specialized basic diploma in economics.

## ACADEMIC

### MBA Digital Transformation

2023 - 2024 • BFI Vienna

Final Grade: Distinction

### Strategy Specialization

2023 • Harvard Business School

Disruptive Strategy & Execution

### State Certified Economist

2012 - 2015 • SGD

Bus. Informatics (Grade: 1,3)

## EXPERTISE

Digital Strategy

Technology Strategy

Data & AI Strategy

Agentic AI

Data Sovereignty

Federated Data

Software Engineering

Product Engineering

Cloud Native

M&A Tech Audit

Board Advisory

## THOUGHT LEADERSHIP

### Data Sovereignty

Federated Data Marketplaces.

### Future of Work

AI as a Teammate.

### Infrastructure

IaaS: Europe vs. USA.

## Executive Inquiries

Advisory, Board Roles & Leadership.

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