PATRICK DAHLMANN

EXECUTIVE TECHNOLOGY & PRODUCT LEADER

EXECUTIVE VISION.
BUILT ON ENGINEERING REALITY.

> *"I am not a consultant at the sideline. I am an 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 in crease AI adoption. Without forgetting the humans behind.

15+ Yrs	240+	1 Exit	8-Fig	DE/EN
TECH LEADERSHIP	FTE LEADERSHIP	SUCCESSFUL SALE	BUDGET RESP.	FLUENT

LEADERSHIP PHILOSOPHY

Bias for Execution

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

Technical Depth

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

Holistic Strategy

Union of Strategy, Tech, and Leadership. Creating environments for motivated teams to succeed and

EXECUTIVE TRACK RECORD

VP Digital Experience, Data & AI

2020 - Present

DKV MOBILITY GROUP • RATINGEN / HYBRID

Spearheading the group-wide Digital Experience & Product Development, Data & AI. I established a high-performance "Product Triangle" culture (Engineering, UX, Product) to drive customer-centric software delivery across multiple European hubs. I lead the whole Data & AI Strategy, Execution and Teams.

Key Achievements

- **Global Scaling:** Scaled engineering capabilities from local units to a global powerhouse with over **240 FTE**.
- **Data & AI Strategy:** Holistic Group-wide Data & AI Strategy and Governance.
- **Cloud Native:** Successfully led the migration to a fully cloud-native technology stack with thousands of releases instead of quarterly big-bangs.

Founder & CEO

2017 - 2025

321GESCHENKE.DE • REMSCHEID

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

Key Achievements

- **Profitability:** Achieved and maintained **60-80% Gross Margin**.
- **Full P&L:** Managed all financial aspects without external funding.
- **Exit:** Successfully handed over operations in 2025.

Technology Lead (IoT Venture)

2018 - 2020 • Vorwerk Group

First IT hire for high-profile IoT venture. Architected and built the entire cloud infrastructure from scratch (Kafka, Kubernetes).

- 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, implemented process optimizations in warehouse, logistics and integrated them with ERP/CRM.

Early Career

2006 - 2009

Industrial Business Clerk & Diploma Economics.

🎓 ACADEMIC

MBA Digital Transformation
2023 - 2024
BFI Vienna (Distinction)
Focus on Digital Business Models.

Strategy Specialization
2023
Harvard Business School
Disruptive Strategy & Execution.

State Certified Economist
2012 - 2015
SGD (Bus. Informatics)

🏛 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.