

## Contact

[www.linkedin.com/in/hdhimaan](https://www.linkedin.com/in/hdhimaan)  
(LinkedIn)

## Top Skills

Looker (Software)  
Salesforce Marketing Cloud  
Amazon Marketing Services (AMS)

## Languages

English (Full Professional)  
Hindi (Native or Bilingual)

## Certifications

Level II in the CFA Program

## Honors-Awards

Alchemist Award - Q1 FY 2013-14  
Alchemist Award - Q2 FY 2013-14  
Alchemist Award - Q4 FY 2013-14

Knowledge Contributor  
Top & Key talent

# Himanshu Dhiman

Global eCommerce | P&L Ownership | Digital Strategy & Operations  
| Data Analytics | Product Leadership | IIT Kharagpur  
Bengaluru, Karnataka, India

## Summary

Dynamic and results-driven leader with global exposure and 16 years of experience driving growth, building high-performing teams, and delivering digital transformation across eCommerce, Omnichannel, and Healthcare. Led data analytics, and strategic initiatives at Snapdeal, successfully scaled eCommerce across Asia-Pacific at Fossil Group, built the data monetization and product management practice at CureBay 0 > 1. On an academic front, Himanshu completed his B.Tech (H) & M.Tech from India Institute of Technology (IIT) Kharagpur (India's premier technology university). He has also qualified Level II in the coveted CFA program. On a personal front, Himanshu loves dancing, dramatics & athletics.

## Experience

Multiple Companies  
Early Stage Investor  
March 2021 - Present (4 years 9 months)  
Bengaluru

Liger Mobility (Mar '21): Liger's mission is to enable unparalleled human-machine interaction by leveraging core sciences and IOT in the two-wheeler realm, and to develop technologies that transform the overall two-wheeler experience.

CureBay (Jun '21): CureBay's mission is to make healthcare more equitable for the underserved in Bharat and in other emerging markets

CureBay  
Head of Data & Product  
April 2024 - October 2025 (1 year 7 months)  
Greater Bengaluru Area

Set-up the Data Monetization strategy and framework for CureBay. Leveraged internal and external data to build a partner ecosystem and created a revenue

stream from '0 -> 1' through data-led services (collection, analysis, insights, and tools).

Worked with National Health Authority (NHA), an attached office of Ministry of Health & Family Welfare (MoHFW), Govt. of India (GoI) to get CureBay certified for Ayushman Bharat Digital Mission (ABDM).

Set-up a product function from scratch to collaborate with Management, Business, and Technology teams to build and deliver on product roadmap based on the Company's vision and mission statements. Managed 15+ digital products.

**Fossil Group, Inc.**

Senior Director

September 2016 - April 2024 (7 years 8 months)

Hong Kong SAR & Bengaluru, India

Worked in Commercial (P&L management) and Digital Operations domains to conceptualize and build multiple business models, and tools from scratch, while setting up and leading 100+ member teams across geographies.

2016-17 (Location & Scope: India): Joined Fossil India to setup the Digital sales channel. Built the team, processes, and forged relationships with key customers. Propelled Fossil brand to top rankings on Amazon, Flipkart, Myntra, and Jabong.

2017-21 (Location: Hong Kong | Scope: Asia Pacific): P&L ownership of Digital sales for APAC. Repeated the India success story in Japan, Korea, Australia, Singapore, and Malaysia markets. Additionally, managed performance marketing for third party eCom sites and helped set-up a Global CoE for Analytics.

2021-23 (Location: India | Scope: Asia Pacific & Europe): While managing the P&L for Digital sales in APAC, helped set-up an India based Center of Excellence - capable of eCommerce support for all markets across the globe. Capabilities enabled: Catalogue, Creative, Merchandising, Pricing, Inventory Monitoring, Performance Marketing, Business Intelligence, Data Analytics, and Technology (along with language capability: Japanese, Korean, German, and French)

2023-24 (Location: India | Scope: Global): Led the overall Global Digital Operations for Fossil Group, with teams based out of India, and USA

### **Snapdeal**

**Associate Director**

August 2012 - September 2016 (4 years 2 months)

Greater Delhi Area

Supported the Business head for Fashion & FMCG categories. Held responsibilities across Analytics, Project Management and Strategy. Interfaced with Product, Technology, Marketing, Category Management, Logistics, and Customer Experience teams to form a well-rounded understanding of eCommerce business and processes.

2012 - 2014 (Analytics): Set-up a 20 member team to help business achieve top-line, profitability & customer experience metrics through business insights, and promotion automation.

2014-2016 (Strategy & PM): Set-up a team of MBA recruits to build the project management practice. Responsible for driving strategic projects such as AOP, Major events (Diwali, EOSS). Led the M&A project (Snapdeal acquired Exclusively) and advised on backend integration, joint org structure, KPIs, KRAs, and outsourcing decisions.

### **ZS Associates**

**Business Analytics Associate**

March 2011 - July 2012 (1 year 5 months)

Pune Area, India

Provided analytics driven business solutions to 'Fortune 500' clients in the pharma industry. Involved in on-campus recruitment and L&D activities

### **Reliance**

**Management Trainee**

July 2010 - March 2011 (9 months)

Jamnagar Area, India

Received Pre-Placement Offer (after internship) and placed as a Shift Field Engineer

---

## **Education**

Indian Institute of Technology, Kharagpur

B.Tech (H) & M.Tech, Chemical Engineering · (2005 - 2010)

Campion School Bhopal

AISSE, AISSCE, Mathematics, Science (Physics & Chemistry) and  
Accountancy · (1990 - 2004)