DANIEL DANILOV

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Data-savvy product thinker with 10+ years in SaaS, analytics, and customer support —specializing in CMS, eCommerce, and remote-first workflows.

TECH & SKILLS

Data Analysis: SQL | Python | BigQuery | Looker | Superset | Google Analytics | Dashboards | Data Visualization | A/B Testing | Impact Measurement | Analytics Platforms | Workflow Automation | Data-Driven Decision Making | Metrics Design Web & Product: WordPress |

WooCommerce | HTML | CSS | Generative Al | LLMs | Audience Engagement | Content Strategy | UX/UI | Figma | Miro | Customer Feedback Loops | User Testing | Competitive Analysis

Product & Project Management: Product
Strategy | Product Roadmaps | Agile |
Scrum | Sprints | Jira | Cross-Functional
Teams | Customer Discovery | Stakeholder
Management | Project Management |
Leadership Development | Remote Team
Management | Iterative Development | OKR
Alignment | Strategic Prioritization
Collaboration: GitHub | Confluence |
Communication | Coaching | Team
Leadership | Stakeholder Alignment |
Cross-Team Facilitation | Documentation

CERTIFICATION

Product Psychology Growth.Design	2024

Python for Data Analysts 2024 SQL for Data Professionals 2023 Data Visualization 2023 DataCamp.com

Google's Data Analytics 2023 Google Analytics (GA4) 2020 Coursera.com

Leadership Development 2020 - 2024 Coaching 16 Yearly Coaching Sessions VoraCoaching.com

Write of Passage 2024 WriteOfPassage.com

Thinking in Stories 2022 ThinkingInStories.com

Linking Your Thinking 2021 LinkingYourThinking.com

PROJECTS

WordCamp Asia 2023 - 2024 Organizer (2X)

WordCamp Europe 2017 - 2023 Volunteer (3X)

<u>Editor</u> @ Data.blog 2022 - 2024

EDUCATION

BA in Psychology 2012 - 2015 BA in Business Administration Reichman University, Israel

WORK EXPERIENCE

Happiness Engineer, WooCommerce.com

March 2025 - Present
Automattic.com

- Provided in-depth support for WooCommerce merchants, resolving complex store, checkout, and payment issues across over 100 product extensions.
- Helped merchants optimize store setup and product configuration, improving conversion paths and customer retention.
- Shared recurring merchant feedback with product teams, contributing to UX refinements for store owners.

Data Wrangler, People Analytics

June 2024 - February 2025 Automattic.com

- Built dashboards, metrics, and reporting systems to centralize people data and drive org-wide analysis.
- Advised ELT and BU leads with strategic recommendations based on custom queries and segmentation.
- Drove data adoption through internal tooling, training, and async resources improving stakeholder confidence in data usage.
- Used Python, SQL, and Looker to automate recurring analyses and metric refreshes, improving consistency and reducing manual work.

Data Scientist, Tumblr

June 2023 - May 2024 Automattic.com

- Created analytics workflows to track user behavior, refining priorities and increasing daily active users by 15%.
- Designed dashboards with Parse.ly-style metrics to surface content trends, helping editorial grow engagement by 20%.
- Ran experiments with product and engineering, improving feature adoption by 25% through targeted testing.
- Used Python, SQL, and Looker to standardize data pipelines and streamline reporting for content and product teams.

Lead of Leads, WordPress.com

June 2022 - May 2023 Automattic.com

- Coached 12 team leads (70+ reports), boosting performance scores by 20% and aligning teams with division OKRs.
- Built scalable leadership programs that improved decision-making and cut escalations by 30%
- Led cross-functional initiatives that delivered projects on time and increased internal efficiency by 25%.

Team Lead, WordPress.com

June 2017 - May 2022 Automattic.com

- Launched a customer education program, including <u>documentation</u>, <u>webinars</u>, <u>courses</u>, <u>communities</u>, and events like <u>WP Growth Summit</u>.
- Spearheaded a <u>cross-divisional training initiative</u>, boosting team knowledge across WordPress, WooCommerce, and Jetpack.

Hiring Manager, All Divisions

June 2015 - May 2017 Automattic.com

- Developed scalable hiring and onboarding processes to recruit over 50 Happiness Engineers, enabling 24/7 global support coverage.
- Designed candidate trials and training workflows, ensuring new hires mastered required technical and customer support skills.

Happiness Engineer, WordPress.com

September 2014 - May 2015 Automattic.com

- Delivered technical, design, and pre-sales support in over 25,000 interactions, improving customer satisfaction and surfacing pain points for product teams.
- Shared testing insights with engineering and product teams, helping improve UX and features in WordPress.com and WooCommerce.com.

Product Manager

April 2012 - September 2014 Capital Option Finances

- Drove usability-focused product updates, increasing retention and conversions.
- Used segmentation analysis to tailor features, boosting engagement by 30%.
- Streamlined workflows across teams, cutting project delivery time by 25%.

Product Manager

October 2009 - April 2014 Association of Former Residents of China

- Directed multimedia storytelling projects, including a quarterly <u>bulletin</u> (print) release in three languages focused on cross-generational content initiatives.
- Launched digital platforms on our website to preserve cultural heritage.
- Designed and executed events that fostered a stronger sense of community.