# Dmitri Rabinovich

Payments Expert and Leader • Career Timeline & Highlights • Awards • Leadership

## 2015 – 2023

### Senior Integrations Lead
TD Merchant Solutions

- Led end-to-end delivery of payment compliance, high-profile merchant integrations and strategic initiatives
- Influenced roadmaps and solution design as a trusted payments SME across business, tech, and vendors
- Partnered with stakeholders to build innovative payment capabilities

## 2024 – Mar 2026

### Product Owner
Payment Acceptance, Business Banking

- Own two mission critical domains (PODs)
- Deliver compliance/regulatory/strategic releases; align dependencies
- Prioritize backlog for value, remove blockers, and incorporate customer feedback
- Govern quality and defect prioritization
- Escalation + communication lead; align PO/leadership and promote Agile transparency

## Apr 2026 – Present

### Product Group Owner
Merchant Solutions, Business Banking

- Own mission critical Merchant Solution domains (PODs)
- Lead and coach Product Owners/PODs to deliver customer value with strong Agile execution
- Escalation + communication lead; align PO/leadership and promote Agile transparency

2012 — 2015 — 2023 — 2024 — Apr 2026 — Present

## 2012 – 2015

### Product Manager
TD Merchant Solutions

- Advisor to teams/clients on integrated payment solutions aligned to business needs
- Led POS integrations end-to-end for tier-1/2 merchants
- Drove vendor collaboration and training to enable scalable, compliant adoption

## 2023 – 2024

### Manager (People Leader)
TD Merchant Solutions

- Led and developed a high-performing team to deliver multiple initiatives
- Streamlined delivery standards and supplier alignment to improve merchant experience across products
- Drove strategic programs and influenced vendor selection through RFIs and RFPs

## Professional Experience Summary

- 21+ years leading payment processing initiatives across end-to-end payment ecosystems
- Product and delivery leader with deep Agile Product Ownership experience, driving multiple PODs to deliver prioritized customer value in Scrum/Scaled Agile environments
- Trusted payments SME and relationship builder, influencing stakeholders, mentoring teams, and solving complex problems through disciplined analysis and root-cause thinking

## Key Competencies

- Strategic product leadership (vision → outcomes)
- Agile delivery leadership (PODs, blockers, execution)
- Stakeholder influence & strong communication
- Cross-functional & vendor partnership leadership
- Operational excellence & problem solving
- People leadership and coaching
- Customer-first mindset (merchant experience, value delivery)
- Technical credibility (bridging business and technology, guiding solution design)

## Professional Learning, Awards & IP

- Scaled Agile Framework (SAFe)
- Annual TD Award Winner (x4)
- Quarterly TD Award Winner (x7)
- Patents (x3)

## What's Next

- Provide executive leadership in product strategy and portfolio ownership
- Lead and coach Product Owners/PODs to deliver customer value with strong Agile execution
- Set MVP roadmap and make key feature decisions to achieve OKRs
- Drive enterprise product strategy, vision, and portfolio ownership.
- Lead high-performing product organizations and foster innovation.
- Build strong executive partnerships across business and technology.
- Align strategic investments with enterprise priorities.

## Contact




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