

# Dmitri Rabinovich

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

## <> 2005–2012

### IT Solutions Developer TD Technology Solutions

- Delivered compliant, production-ready payment acceptance solutions
- Ensured production readiness and stability by leading end-to-end testing
- Increased delivery efficiency and adoption (automation/tools, training/enablement) on to speed delivery

## 🔄 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–Present

### 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

## 🏆 Professional Learning, Awards & IP

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

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2005

2012

2015

2023

2024

Next

## ✦ 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

## ✦ 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)

## 🎯 What's Next

- Own product group vision and ongoing value delivery aligned to the broader platform/journey
- Lead and coach Product Owners/PODs to deliver customer value with strong Agile execution
- Drive platform implementation alignment to the target operating model/ecosystem
- Set MVP roadmap and make key feature/backlog/release decisions to achieve OKRs
- Lead stakeholder change + Day 2 rollout, ensuring strong risk/control and executive alignment

## 📄 Professional Experience Summary

- 20+ 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

## 📞 Contact



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