



SAURABH DUBEY

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EDUCATION

University Of Pittsburgh
Pittsburgh, PA • 2010

MBA: International Marketing

University Of Pittsburgh
Pittsburgh, PA • 2010

Master of Science: MIS

University Of Delhi
Delhi, India • 2004

Bachelor Of IT

PROJECT SPAN

- IT & Enterprise Asset management (hardware/software) implementation & inventory
- IT Service Management & Configuration management
- Enterprise Service Management
- Service Strategy design and Service Portfolio design
- Security Operations Center implementation
- Total Cost of

PROFESSIONAL SUMMARY

Passionate and successful IT leader with over 17 years of experience in the technology businesses; having played a span of roles in advisory, sales, delivery, operations and managed services, and with experience across multiple solution spaces and industries.

WORK HISTORY

KPMG LLP - Director, Digital Lighthouse, Consulting
Denver, CO • 10/2015 - Current

- Led market development, sales and delivery for TMT industry and 4 different solution spaces, reaching a cumulative nine-figure target in the past 6 years.
- Delivered 40+ engagements during the tenure as a Director, leading over 100 people across multiple delivery teams, across multiple industries.
- Successfully built and grew account relationships and market presence, across ~20 different clients in the past 7 years, bringing in cross sell opportunities for multiple practices outside of my primary practice.
- Led teams for development of industry and business focused solutions and offerings, for Media and Fin Tech sectors.
- Led direct advisees and indirect mentees through career progression for the last 8 years.

Practice thought leader in the areas of:

- Media Tech
- Fin Tech
- Service Strategy and Design
- Enterprise Service Management
- Cloud Management and SaaS offerings

Operations/Ownership
Enablement

- IT/ITSM Roadmap and business case design
- Data center assessment and migrations
- Managed service operations design
- IT capability assessments
- Governance, Risk and Compliance implementation
- Program management and oversight
- Product management

CERTIFICATIONS

- ITIL 4 Foundation
- ITIL v3 Service Strategy
- ITIL v3 Service Design
- Certified SAFe Program Consultant
- Certified Scrum Master (CSM)
- Six Sigma Green Belt
- ServiceNow Certified System Administrator
- ServiceNow Certified Application Developer
- Certified Implementation Specialist - IT Service Management
- Certified Implementation Specialist - Human Resources
- Certified Implementation Specialist - Customer Service Management
- Certified Implementation Specialist - Project Portfolio Management

KPMG LLP - Manager , CIO Advisory

Denver, CO • 06/2012 - 10/2015

- Top performer in meeting individual Sales targets (10M+ cumulative sales in role)

KPMG LLP - Senior Associate, CIO Advisory

Boston, MA • 05/2010 - 06/2012

- Responsible for leading delivery for individual engagements and developing KPMG's initial position on "All Things Cloud".

Microland Ltd. - Senior Technical Engineer

Bangalore, Karnataka, IN • 06/2004 - 07/2008

- Tools and SaaS products lead in Technology and Practices (Core R&D) group

Radio City 91 FM - Production And Programming Engineer

Delhi, Delhi, IN • 09/2003 - 06/2004

- Programmer, designer and voice-over artist for Jingles, radio advertisements, PSAs, and promos

PUBLICATIONS / PRESENTATIONS

- Contributor & Reviewer, ITIL 4 Direct Plan and Improve publication (Mar 2019)
- Going back to basics, CMDB, Asset Management (May 2018; ITChronicles @ Knowledge 18)
- Governance When You Can Do Anything (May 2017; ITChronicles @ Knowledge 17)
- Hartford and KPMG (Apr 2016; theCube @Knowledge 16)
- Journey of a lifetime - ServiceNow implementation at a Global Media client (Feb 2015; Pink 15)
- The Practical Side of Configuration Management (Mar 2013; Knowledge 13 and TFT13)
- Greening ITIL - The Green Steps that ITSM can adopt (PICMET, 2011)
- Service Management - Outside the box of IT (TFT 13)
- The impact of ITIL Refresh and other upgrades in Industry Standards on the Competitive Environment of the Industry - A Game Theory Perspective (University of Pittsburgh)
- Top myths of IT Cost Optimization (itSMF USA 'The Forum' Newsletter)