



# Lena Dubov

## Partnerships, Strategy, Data and AI

Grows partnerships across startup and corporate worlds; orchestrates meaningful dialogue of business and technical audiences to maximize value of software products and solutions. Puts teams first and leads them to success with empathy. Practices partner- and customer- centric philosophy; transforms partner ecosystems by developing and executing wholistic value proposition and nourishing C-level relationships. Strategizes through research and close cross-team collaboration. Listens actively before shaping go-to-market approaches. Enjoys chasing new technologies and building creative solutions.

## Education

Metis, Data Science Bootcamp, 2020  
**Certified Professional**

Columbia University, 2019  
**Master of Science, Applied Analytics**

Ivanovo State University, 2010  
**Master of Arts, Economics**

Ivanovo State University, 2007  
**Master of Arts, International Relations**

## Skills

### Business Development

12+ years in business strategy, sales enablement, team leadership, solution selling, digital transformation, strategic partnerships, cross-functional teams collaboration, field sales

### Data and AI

4+ years teaching and industrial application of machine learning with R/Python, deep learning and natural language processing, predictive and inferential analysis, data pipelines, cloud computing

## Languages

English and Russian are excellent. German, Mandarin, and other languages need a helping hand of AI.

## Contacts

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## Experience

### 2022 - present

Microsoft

#### Principal Program Manager Lead @ Partner and Developer Ecosystem on Windows

- Leads a team of five program managers responsible for accelerating partner growth and Windows engagement through building AI-enabled consumer applications
- Develops and executes complex early adoption programs with key partners across Copilot and the newest AI-optimized scenarios
- Leads with empathy and a strategy grounded in organizational goals

### 2021 - 2022

Datasembly

#### Forward Deployed Engineer @ Solution Engineering

- Designed adaptive architectures for SaaS and DaaS products for retail and CPG customers and executed complex data pipelines to enable partnerships and industry scenarios
- Negotiated technical aspects of data solutions architecture to grow a successful startup business

### 2019 - 2022

Columbia University

#### Adjunct Faculty

- Authored and taught in master's and pre-college courses on AI and Machine Learning
- Worked with non-profit organizations to promote data literacy and ethics
- Coached talent and consulted on industrial and academic projects

### 2008-2017

Microsoft

#### Go-To-Market Strategy Lead @ Developer Experience

- Grew industry-focused co-sell and co-marketing strategy across partner ecosystems in the European region, designed business programs to drive monetization
- Coached sales and partner teams to grow Azure business

#### Sales Team Lead @ Enterprise Services, Local Governments

- Led a team of nine account executives and solution specialists to grow Microsoft business
- Retired \$20M+ annual quotas in licenses, services, and consulting across retail, banking, and transportation industries, secured 120-140% YoY by helping the team thrive and overseeing C-level relationships

#### Account Executive @ Enterprise and Partnerships

- Retired \$6-10M annual quotas with constant growth through solution selling
- Pioneered new value-driven approaches to partnerships