

Biography

Dilip G. Saraf

Author–Speaker–Career Coach–Life Coach

After getting his B.Tech (Honors) from IIT-Bombay and Master's in electrical engineering from Stanford, Dilip worked at various organizations, starting as an individual contributor and then progressing to head an engineering organization of a division of a high-tech company, with \$2B in sales, in California's Silicon Valley. His current interest in coaching resulted from his career experiences spanning nearly four decades, at four very diverse organizations, including a major conglomerate in India.

During the 40-plus years since his graduation, Dilip changed four careers by reinventing himself at each transition. When he left the corporate world, as head of engineering of a technology company, he started his own consulting business, helping high-tech and biotech companies streamline their product development processes. Dilip's third career was working as a marketing consultant helping Fortune-500 companies dramatically improve their sales based on a novel concept. It is during this work that Dilip realized that the greatest challenge most corporations face is leadership. Dilip decided to work with corporations helping them understand the leadership process and how to increase leadership effectiveness at every level. With the job market shift that hit the Silicon Valley in 2001 like a tsunami, Dilip changed his career track again and decided to work with many high-tech refugees who wanted expert guidance in their reinvention and reemployment. Dilip, now in his fifth career, works with professionals in the Silicon Valley and around the world helping with reinvention to get their dream jobs or vocations.

As a career counselor and life coach, Dilip's focus has been career transitions for professionals at all levels. Working with them, he has developed many groundbreaking approaches to career transition that are now published in five books. He has worked with those looking for a change in their careers and jobs at levels ranging from CEOs to hospital orderlies. He has developed numerous seminars and workshops to complement his individual coaching for making career and life transitions. During the Valley's worst job drought, Dilip has shown nearly 2,500 high-tech and other professionals how to reinvent themselves. Dilip's central theme in his practice is to help clients discover their genius and then build a value proposition around it.

Dilip owns two patents, has two publications in the *Harvard Business Review* and has led a CEO roundtable for *Chief Executive* on Customer Loyalty. Based on his work helping clients reinvent themselves with his groundbreaking approach, has authored five books on career management and workplace success. Both Amazon and B&N list numerous reviews on his books. Dilip is also listed in *Who's Who*, has appeared several times on *CNN Headline News/Comcast Local Edition*, as well as in the *San Francisco Chronicle* in its career columns. Dilip is a contributing writer to several publications. Visit www.career-transitions-unl.com for more about Dilip's background and current work. He shares a forum on SimplyHired.com where he has posted over 30 articles on career management.

Dilip is Chairman of the Career Resource Center of the India Community Center in Milpitas and teaches two courses on career management at the University of California Santa Cruz Extension.

Dilip is a sought-after speaker at public and private forums on jobs, careers, leadership challenges, and how to be an effective leader.