

Profile: Kristy Stroud

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What career path were you on before moving into ITAM?

I started my career as a salesperson for a locally owned company selling hardware, software and networks.

How did you get started in ITAM? What brought you into ITAM?

I applied for a position at a company in my hometown because I wanted to be closer to home. They needed someone familiar with Windows/Unix systems as they had primarily been doing mainframe software.

What was your first role? What were your duties/responsibilities?

I was part of the Software Acquisitions team, and we negotiated and managed software contracts for desktops up through mainframe computers.

What do you love the most about ITAM?

I’m inquisitive. I love to know the why behind something. That’s what I love the most about it – finding out the why behind something. And then, being creative and solving the problem and figuring out what is best practice for a particular team – how they can do things better and faster but importantly, get the results they need.

How has ITAM helped you from a rewarding career perspective?

I’m a small-town girl from Arkansas, U.S.A. Through my career, I’ve travelled the world, worked with some of the largest companies, sat in meetings with all levels of executives and made recommendations that have significantly impacted businesses.

Do you think there is a type of personality or skill set that’s well suited to ITAM?

You have to be a good communicator and be inquisitive. You’ve got to want to solve problems. You have to wear a detective hat. You can’t be, “That belongs to someone else; that’s someone else’s problem”. You have to want to know how all the cogs fits together and work and why. The biggest little question you can ask is ‘why’. You also have to be creative and come up with alternative ways to do things. The number one for me is that you have to be inquisitive. You want to know the ‘why’, and you have to be that detective type person.

Why do you think ITAM is a great career option?

When I started in ITAM, early in my career, I was a mom of young kids. I was more concerned with them and their needs. My life as a mom and wife had to take priority. So, I was a bean counter. I came in, I did my job, and I was able to walk out at the end of the day. As my children got older and didn’t need me as much, I was able to transition into a career in ITAM. That is one of the really great things about ITAM. I can come in and just do my job but still have a significant impact on the company, but if I’m able and I want to, I can transition to a career within ITAM

and become much more integrated into the company.

And, when you’re ready to move on, there are so many areas you can go into, or, you can simply expand your role. That’s what I think is so great about ITAM. No matter where you are in your career, there are many options.

Where do you think ITAM is going in the next 5 years?

I think it’s completely up to the ITAM practitioner themselves as to where they want to go. There are so many things you can do within ITAM. I’m really interested in helping to deliver products that meet industry needs. In ITAM, you can go in a hundred different directions, but I think it depends on the ITAM practitioner – where they want to go and where they want to take it.

What would you tell someone considering a role or career in ITAM?

Decide if you want to focus on hardware or software. After picking your path, remember to still learn about the other. If you go with software, learn all you can about the major publishers such as Microsoft, Oracle, IBM, and Adobe. Having this knowledge will significantly help.

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