

VINCE A. LOPICCOLA

TECHNOLOGY SPECIALIST

ACCOUNT EXECUTIVE

skills



customer engagement



program management



business process



business intelligence



leadership



sales



cloud computing



websites



Customer Success

contact

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education

2006	Kennedy-Western University <i>Bachelor of Science, Mechanical Engineering</i>
1993	Oakland University <i>General Studies</i>

experience

2022 April – 2022 emplifi	Emplifi SR. STRATEGIC CLIENT EXECUTIVE SR. STRATEGIC ACCOUNT EXECUTIVE Columbus, OH
2022 Jan – 2020 Pegasystems	Pegasystems SR. SALES SPECIALIST SALES CONSULTANT Cambridge, MA
2020 Dec – 2013 Microsoft	Microsoft DYNAMICS 365 CRM TECHNOLOGY SPECIALIST SR. BUSINESS PM GLOBAL FIELD SALES ENABLEMENT Redmond, WA
2007 July – 2013 Columbus Once you know how...	Columbus A/S CRM PRACTICE DIRECTOR, SENIOR CONSULTANT Ballerup, Denmark
2007 Apr – 2006 SAP	SAP/ Cenit AG ENTERPRISE PLM INTEGRATION CONSULTANT Stuttgart, Germany

recommendations



"Vince's skills as a CRM Consultant, CRM Project Manager and CRM Practice Manager are by far some of the best in the industry. His ability to understand a customer's needs and show how CRM can answer those needs is unique and rare. I am thankful that I have Vince on my team and always feel confident that he will take care of the client and represent my company well."

Jack Ketelhut

Owner, Columbus



"...Vince has a gift and I thank you for allowing him to share his time with my students which has made them better sales professionals."

Kenneth Cherry

Assistant Professor- Marketing and Professional Sales & Director of Corporate Relations-Sales Institute, Central Michigan University



"Vince has been Bank of Ann Arbor's lead MSFT CRM consultant since project launch in 2009. Our internal project team highly values his domain expertise and ability to communicate at all levels of our organization. We are looking forward to working with Vince and his team for the fourth year in a row in 2012."

Michael Cole,

President

Technology Industry Group at Bank of Ann Arbor

accomplishments

honors & awards - 9 ★★★★★★★★

publications - 13 ★★★★★★★★

certifications - 22 ★★★★★★★★



They say that 'Great collaboration has been known to change the world!' Through his passion for the company and ensuring that we land our readiness content in a way that resonate with our field, Vince consistently demonstrates that he has truly mastered both collaboration and field advocacy.

His understanding and ability to articulate the essential selling principles and technical capabilities that our sellers need to acquire has consistently inspired a mutual passion that fosters the creation of truly great work. He is adept at articulating the strategic business drivers for his community, keeping them in the forefront of his thinking as we made important decisions to ready the Specialist seller community. Vince joined the Dynamics Microsoft Ready Stakeholder team through a recommendation by the Worldwide Global Role Owner. From the onset Vince proved that he is deeply invested in advocating to ensure that Microsoft Ready is a critical ready event that ultimately ensure that our Specialist sellers leave fully enabled to successfully contribute to our business, and represent Microsoft in the field.

Debbie Larson

WW Sales Readiness Leader, Microsoft