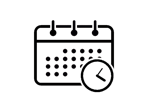
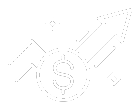
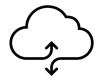
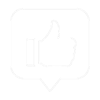
**skills**



**business**

**intelligence**

**Customer Success**

**leadership**

**sales**

**program management**

**business process**

**cloud computing**

**customer engagement**

**websites**

Logo

Description automatically generated

*TECHNOLOGY SPECIALIST*

*ACCOUNT EXECUTIVE*

**VINCE A. LOPICCOLA**

# 

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**contact**

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**experience**

**2007**

July – 2013



Apr - 2006

**Columbus A/S**

*CRM PRACTICE DIRECTOR,*

*SENIOR CONSULTANT*

**2022**

Jan – 2020

**2020**

Dec – 2013

**Pegasystems**

*SR. SALES SPECIALIST*

*SALES CONSULTANT*

**2022**

April – 2022

**2007**

**Emplifi**

*SR. STRATEGIC CLIENT EXECUTIVE*

*SR. STRATEGIC ACCOUNT EXECUTIVE*

**Microsoft**

*DYNAMICS 365 CRM TECHNOLOGY SPECIALIST*

*SR. BUSINESS PM GLOBAL FIELD SALES ENABLEMENT*

**SAP/ Cenit AG**

*ENTERPRISE PLM INTEGRATION CONSULTANT*



*Ballerup, Denmark*

*Columbus, OH*

*Redmond, WA*

*Stuttgart, Germany*

*Cambridge, MA*



**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*

**honors & awards - 9**

**publications - 13**

**accomplishments**

*“...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'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 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*



*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 Ray Schloss, GRO. 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*



**recommendations**

**education**

**2006**

**Kennedy-Western University**

*Bachelor of Science, Mechanical Engineering*

**1993**

**Oakland University**

*General Studies*