

# FABIANA ESPINO

## SENIOR SOFTWARE PORTFOLIO CONSULTANT

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### EDUCATION

#### B.A. Marketing;

#### Minor in MIS

Villanova University /  
2013 – 2017

#### Tokyo, Japan Spring 2016 Exchange

#### Program

Sophia University /  
2016

#### Singapore, SG

#### Spring 2014

#### Exchange Program

National University of  
Singapore/ 2014

### CORE SKILLS

#### Technical:

Excel & Google Sheets |  
Python | R | SQL | BigQuery  
| HTML | CSS | SPSS |  
Power BI | Tableau | SAP  
Analytics Cloud | Excel  
VBA | PowerApps

### CERTIFICATIONS

#### Postgraduate Diploma in Data Science

July 2025

### LANGUAGES

Spanish - Native

English - Native

Italian - Beginner/  
Proficient

### PROFESSIONAL SUMMARY

Data-driven software portfolio manager responsible for €37M+ in spend and €8.6M+ in delivered savings (YTD) achieved through vendor onboarding and centralizations. Recognized as a top contributor amongst my fellow software portfolio peers. Currently leading a dashboard initiative to analyse individual software portfolio. I recently completed a Postgraduate Diploma in Data Science and I am interested in further strengthening my analytical and BI skills in R, Python, and Power BI.

### EXPERIENCE

#### TOOLS & DATA MANAGEMENT CROSS-FUNCTIONAL ROLE

SAP Ireland Limited | April 2025 – PRESENT

- Leading the development of a Software Portfolio KPI Dashboard that gives individuals and management team insight into internal software asset lifecycle per product.
- Facilitate bi-weekly meetings with the data team to capture analytical needs, validate data quality, and align technical capabilities with business requirements.

#### SOFTWARE PORTFOLIO CONSULTANT

SAP Ireland Limited | July 2021 – PRESENT

SAP America, Inc. | Sep 2020 – June 2021

- Delivered €9.7M in TCV centralizations in 2025, directly contributing to unit KPIs for third-party software spend governance and portfolio growth
- Achieved €955K in cost efficiencies in 2025 by rationalizing one publisher and reducing non-strategic spend on another vendor slated for termination in 2026.
- Served as the primary Financial SPOC for a six-person team, streamlining internal financial processes to reduce data errors and improve reporting accuracy.
- Led high-value contract centralization initiatives under tight deadlines, ensuring successful execution and full compliance with governance targets.

#### CUSTOMER SUCCESS SUPPORT SPECIALIST

SAP America, Inc. | Jan 2018 – Sep 2020

- Developed a PowerApps application to capture customer (SAP Preferred Success) data, transitioning reporting from PowerPoint to Power BI for richer visual analysis.
- Integrated data into the SAP Preferred Success Operations Dashboard with SAP Analytics, enabling better tracking of performance metrics.
- Automated incident analysis reports with Excel Macros (VBA), reducing turnaround time and pinpointing areas for process improvement to improve customer retention.