

# 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.