FABIANA ESPINO

SENIOR SOFTWARE PORTFOLIO CONSULTANT

FABIANA.ESPINO21@GMAIL.COM | (087) 172 6132 | DUBLIN,IE

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 | July 2024 – 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.