GREGORY FOREL

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WORK EXPERIENCE

Microsoft   *Mar. 2014 - Present*
Global Program Manager - Worldwide Inside Sales & Analytics   *EMEA - remote*

- Marketing automation
- Dynamics CRM Online & AX (ERP)
- Customer Success
- Demand Generation Full-Cycle Sales outsourcing
- Led onboarding of 10 countries while coordinating Subsidiaries, Microsoft Partners and Service Providers.
- Outsourced Sales execution
- Developed PowerBI data model and dashboard used by 30+ executives, accounting for multi-billion US$ in sales.

OCS One Complete Solution   *Jan. 2012 - Feb. 2014*
Group IT Program Manager - ERP & CRM implementations   *Dublin, Ireland*

- Implemented SAGE CRM.
- Led development of new ERP for new business.
- Streamlined processes.
- And many more improvements.

Kerry Group   *Feb. 2009 - Jan. 2012*
Program Manager - ERP Migration   *Dublin, Ireland*

- Too much work
- Streamlined processes.
- And many more improvements.

Impsa   *Aug. 2005 - Feb. 2009*
Digital Transformation Manager - Engineering   *Mendoza, Argentina*

- Led team of 30 engineers to replace 2D CAD with SolidEdge and TeamCenter.
- Established new workflow and trained 120 staff in Engineering Department and ensured smooth change management.

SKILLS & CERTIFICATIONS

- Leadership   Program & Project Management   Business Intelligence
- Web Development   HTML CSS JavaScript Typescript React Svelte NextJS GraphQL NodeJs Git

- BI SQL PowerBI DAX Excel Data Model ETL
- PMP
- CSM - Certified Scrum Master
- PSM - Professional Scrum Master
- MSP - Program Management

EDUCATION

UNCuyo, Universidad Nacional de Cuyo   *Jul. 2005 - May. 2007*
Master in Logistics   *Mendoza, Argentina*

ENIM, École Nationale des Ingénieurs de Metz   *Sep. 2000 - Jun. 2005*
Master in Mechanical Engineering   *Metz, France*