

GREGORY FOREL

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Barcelona, Spain

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 HTML CSS JavaScript Typescript React Svelte NextJS GraphQL
Development 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