

# GREGORY FOREL

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Barcelona, Spain

## WORK EXPERIENCE

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### 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

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

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

## EDUCATION

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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*