

# VINCE A. LOPICCOLA

## TECHNOLOGY SPECIALIST

+1-248-506-0814

vince@lopicco.la

<http://lopicco.la>

[/in/VinceLopiccola](https://www.linkedin.com/company/vince-lopiccola)

[/VinceLopiccola](https://twitter.com/VinceLopiccola)

Hello,

My name is Vince Lopiccola, and I am a software technology specialist and solutions expert. Drawing on over a decade of Business Applications experience with more than 200 unique implementations since 2006, I have positioned myself as a trusted thought leader, and a well-respected voice among my peers, both internally and throughout the partner and MVP community.

As a skilled architect, consultant, program manager, practice manager and director, I have a distinct ability to engage with customers, understand their needs, and offer holistic solutions. As a holistic solutions practitioner, I'm able to partner with others outside my core focus areas and work to conceive innovative solutions which help our customers envision a transformative future. This was recently reflected when I was invited to be a pilot member of a "Social Selling" coaching program. I was recognized for my very high Social Selling Index (SSI) score (particularly in the 'engage with insights' category), achieving in the top one percent globally.

Today, I'm excited to rise to new occasions. I feel inspired to go for the things I can't yet see. As a blue-sky thinker I enjoy challenging "conventional wisdom" by utilizing creative design thinking to solve business challenges helping customers recognize the highest return on their investment. My altruistic, cooperative, personable, and enthusiastic nature motivates me to think big, aim high and positively influence those around me. As a customer engagement authority, I am ready to foster, mentor, and build a team that increases software sales and consumption. I feed off the success of others. I take pride in supporting their growth as I know in doing so, I am also supporting my own.



Sincerely,

Vince A. Lopiccola

# VINCE A. LOPICCOLA

## skills

TECHNOLOGY SPECIALIST

## Contact

- <http://lopicco.la>
- +1-248-506-0814
- /VinceLopiccola
- vince@lopicco.la
- /in/VinceLopiccola

|                         |                  |
|-------------------------|------------------|
| CRM customer engagement | business process |
| program management      | sales            |
| business intelligence   | leadership       |
| cloud computing         | SQL              |
| Azure                   | JavaScript       |

## education

|      |   |
|------|---|
| 2006 | <b>Kennedy-Western University</b><br><i>Bachelor of Science, Mechanical Engineering</i> |
| 1993 | <b>Oakland University</b><br><i>General Studies</i>                                     |

## experience

|   |   |
|---|---|
| 2013<br>July - Present<br>Microsoft                                   | <b>Microsoft</b><br><i>DYNAMICS 365 CRM TECHNICAL SPECIALIST</i><br><i>Redmond, WA</i><br><small>Microsoft Corporation is an American multinational technology company with headquarters in Redmond, Washington. It develops, manufactures, licenses, supports and sells computer software, consumer electronics, personal computers, and services.</small>   |
| 2003<br>Nov - Present<br>JULIART DANCE STUDIO                         | <b>Juliart Dance Studio</b><br><i>CO-OWNER/ CTO</i><br><i>Troy, MI</i><br><small>Performing arts school in Troy, Michigan</small>   |
| 2010<br>Dec - 2013<br>Microsoft                                       | <b>Microsoft</b><br><i>VIRTUAL DYNAMICS CRM TECHNOLOGY SOLUTIONS PROFESSIONAL</i><br><i>Redmond, WA</i>   |
| 2007<br>July-2013<br>Columbus®<br><small>Once you know how...</small> | <b>Columbus A/S</b><br><i>MICROSOFT DYNAMICS CRM PRACTICE DIRECTOR, SENIOR CONSULTANT</i><br><i>Ballerup, Denmark</i><br><small>Columbus is widely recognized as a global leader in maximizing efficiency and business performance for companies within the food, manufacturing and retail industries.</small>  |
| 2007<br>Apr - 2006<br>SAP   | <b>SAP/ cenit AG</b><br><i>SOFTWARE CONSULTANT ENTERPRISE PLM/SAP INTEGRATION</i><br><i>Stuttgart, Germany</i><br><small>SAP helps companies of all sizes and industries run better. From back office to boardroom, warehouse to storefront, desktop to mobile devices, SAP empowers people and organizations to work together more efficiently and use business insight more effectively to stay ahead of the competition. CENIT has been a consultancy and software specialist for the optimization of business processes in Product Lifecycle Management and Enterprise Information Management since 1988.</small> |

## recommendations



"Vince's skills as a CRM Consultant, CRM Project Manager and CRM Practice Manager are by far some of the best in the industry. His ability to understand a customer's needs and show how CRM can answer those needs is unique and rare. I am thankful that I have Vince on my team and always feel confident that he will take care of the client and represent my company well."

**Jack Ketelhut**  
Owner, First Tech Direct



"...Vince has a gift and I thank you for allowing him to share his time with my students which has made them better sales professionals."

**Kenneth Cherry**  
Assistant Professor- Marketing and Professional Sales & Director of Corporate Relations-Sales Institute, Central Michigan University



"Vince has been Bank of Ann Arbor's lead MSFT CRM consultant since project launch in 2009. Our internal project team highly values his domain expertise and ability to communicate at all levels of our organization. We are looking forward to working with Vince and his team for the fourth year in a row in 2012."

**Michael Cole**,  
President  
Technology Industry Group at Bank of Ann Arbor



They say that 'Great collaboration has been known to change the world!' Through his passion for the company, and ensuring that we land our readiness content in a way that resonate with our field, Vince consistently demonstrates that he has truly mastered both collaboration and field advocacy.

His understanding and ability to articulate the essential selling principles and technical capabilities that our sellers need to acquire has consistently inspired a mutual passion that fosters the creation of truly great work. He is adept at articulating the strategic business drivers for his community, keeping them in the forefront of his thinking as we made important decisions to ready the Specialist seller community. Vince joined the Dynamics Microsoft Ready Stakeholder team through a recommendation by the Worldwide Global Role Owner. From the onset Vince proved that he is deeply invested in advocating to ensure that Microsoft Ready is a critical ready event that ultimately ensure that our Specialist sellers leave fully enabled to successfully contribute to our business, and represent Microsoft in the field.

**Debbie Larson**  
WW Sales Readiness Leader,  
Microsoft

## accomplishments

- honors & awards - 9 ★★★★★★★★
- publications - 13 ★★★★★★★★ ★★
- certifications - 21 ★★★★★★★★ ★