





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





















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Contact

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education

Kennedy-Western University 2006 Bachelor of Science, Mechanical Engineering **Oakland University** 1993 General Studies

Aperience	
2013	Microsoft DYNAMICS 365 CRM TEC
July - Present	Migrareft Corporation is a

2003 Nov - Present JULIART

Microsoft

Juliart Dance Studio CO-OWNER/CTO

Performing arts school in Troy, Michigan

2010

Microsoft

Microsoft Columbus A/S

2007 July-2013 Columbus Balle
MICROSOFT DYNAMICS CRM PRACTICE DIRECTOR
SENIOR CONSULTANT

2007

SAP

SAP/ cenit AG

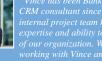
recommendations



Jack Ketelhut



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



Michael Cole,

accomplishments

honors & awards - 9

publications - 13

certifications - 21





They say that 'Great collaboration has been known to change the world!' Through his passion for the consistently demonstrates that he has truly mastered both collaboration and field advocacy.

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

Debbie Larson