

Gale Vercelli

Business Planning Manager

Profile

Accomplished Business Planning Manager with 5 years of experience in driving strategic business growth through insightful analysis, comprehensive planning, and effective execution. Adept at utilizing financial and market data to forecast trends, identify opportunities, and optimize resources. Demonstrated success in streamlining processes, enhancing collaboration, and implementing innovative solutions to maximize profitability and achieve organizational objectives.

Employment History

Business Planning Manager at Microsoft Corporation, CT

Apr 2023 - Present

- Developed and implemented a comprehensive business plan for the fiscal year 2020, which resulted in a 12% increase in annual revenue for the company.
- Streamlined the budgeting and forecasting process, reducing the time spent on these tasks by 30% and improving overall accuracy by 15%.
- Successfully managed a cross-functional team of 20 members, leading to the completion of a major project that increased operational efficiency by 25%.
- Identified and secured strategic partnerships with three new vendors, resulting in a 10% reduction in supply chain costs and a 5% increase in overall profit margin.

Associate Business Planning Manager at IBM Corporation, CT

Sep 2018 - Feb 2023

- Successfully identified and implemented cost-saving measures, resulting in a 15% reduction in operational expenses for the department over a one-year period.
- Streamlined the business planning process by introducing data-driven forecasting models, leading to a 25% increase in accuracy and a 20% reduction in time spent on planning activities.
- Played a key role in securing a \$2 million contract with a major client by providing comprehensive financial analysis and strategic recommendations, contributing to a 30% growth in annual revenue for the company.

Education

Master of Business Administration in Strategic Management at Yale School of Management, New Haven, CT

Sep 2013 - May 2018

Relevant Coursework: Strategic Planning and Management, Organizational Behavior and Leadership, Competitive Analysis and Decision-Making, Corporate Finance, Innovation and Technology Management, International Business Strategy, Operations and Supply Chain Management, Marketing Strategy, Human Resources Management, and Ethics and Corporate Social Responsibility.

Details

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Links

[linkedin.com/in/galevercelli](https://www.linkedin.com/in/galevercelli)

Skills

Forecasting

Budgeting

Risk Assessment

Data Analysis

Project Management

Strategic Planning

Performance Metrics

Languages

English

Dutch

Hobbies

Gardening

Reading business and leadership books

Attending networking events and conferences