

# THOMAS A. DIPUCCIO

2443 ANDERSON MANOR CT  
CINCINNATI, OH 45244

MOBILE: (513)767-5185  
THOMAS.DIPUCCIO@GMAIL.COM  
LINKEDIN.COM/IN/THOMASDIPUCCIO

## PROFESSIONAL EXPERIENCE

*UiPath* 2021 – 2022

### Senior Industry Practice Director | Global Retail & Consumer Sector

- Own global strategic engagements, sales play and strategy for AMER, EMEA, APAC in white space and greenfield opportunities
- Engage and lead business outcome owners at customer and customer prospects on digital transformation and intelligent automation
- Serve as sales enablement, content creation lead, and industry marketing expert to internal sales leadership and GTM functions
- Responsible for double-digit YoY growth in an emerging sector of the organization and double-digit customer count expansion

*IMPACT Group* 2019 – 2021

### Vice President | Sales & Operations

- Sales & strategy executive for CPG portfolio: \$1.6B retail sales with responsibility of 300+ clients, full P&L responsibility for vertical
- Owner of strategic planning and top-level relationship management with both client C-suite and customer senior leadership
- Management and internal development of 90+ team members across Sales, Analytics, Customer Support, PMO, and Marketing
- Responsible for region business development and client portfolio expansion in line with emerging trends and organizational focus

*The Kraft Heinz Company* 2016 – 2019

### Director, Head of Sales

- Sales director, strategy and analytics lead, and operations point for 24 categories, \$850MM gross revenue with the Kroger Company
- Full responsibility of customer relationship with client senior leadership; internal executive presentation and regular reporting
- Detailed sales forecasting, P&L management, ROI analysis, pricing & promotion execution, organic net sales and profitability growth
- Previously held positions with Kraft Heinz company: National Account Manager, Customer Business Lead

*Honeywell-Intelligent* 2015 – 2016

### Financial Planning and Analysis Leader | Operations

- Lead Finance business partner coverage of financial performance, evaluation, and cost analysis for \$250MM Operations business unit
- Responsibilities include sales planning and forecasting, manpower plan creation and utilization, capital expenditure planning
- Regular metric performance modeling and continuous process improvement with team of 2 senior financial analysts

*TEMPOE* 2014 – 2015

### Group Finance Leader

- Executive finance leader for start-up organization; Responsible for maintaining and evaluating total business financials with C-Suite
- Comprehensive management of \$260M Revenue P&L, \$100MM balance sheet, cash management position, and analysis packages

*Honeywell-Intelligent* 2010 – 2014

### Finance Manager, System Sales

- Lead finance analytics manager for total company Sales unit; maintenance of revenue order reporting, forecasting totaling \$700MM
- Created core metrics to transform business strategy to grow business backlog, grow client base, pursue high margin opportunities

*Omnicare, CVS Health* 2007 – 2010

### Operations Finance Pricing Analyst

- Performed variance analysis and created report analytics packages for newly signed and legacy facility chain agreements
- Identified, analyzed, and resolved inconsistencies in financials of long-term care facilities to guarantee patient payment cycle

## EDUCATION

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Miami University, Richard T. Farmer School of Business; Oxford, Ohio  
Bachelor of Science in Business, May 2007  
Major: Finance

## TECHNICAL

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MS Office Suite	QuickBooks	Stratum
Oracle Applications and Business Suite	Innotas	IRi
Salesforce.com	Concur	IBM Tradepoint
SAP	Certify	PowerBI
Windows Enterprises	Paylocity	Smartsheet
PROPHIX	Workday	Clari
AS/400	Market6	