

Contact

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Top Skills

Microsoft Products
microsoft cloud
Artificial Intelligence (AI)

Languages

Português (Native or Bilingual)
English (Full Professional)
Spanish (Full Professional)

Certifications

AI for Product Management
Microsoft 365 Accreditation
2023-2024
Microsoft Education Accreditation
2024-2025
Windows Server 2022 Accreditation
2023-2024
Microsoft Office Home & Business
Accreditation

Honors-Awards

Silver Award
Bronze Award
Melhor vendedor trimestral da Vivo
RS
Melhor vendedor da Vivo RS
Excelência nos resultados de 2001

Fernando Kepler

Business Development Manager | Project Management & Sales
Leader | Driving Global Projects | Expert in OEM, Business
Transformation

Porto Alegre, Rio Grande do Sul, Brazil

Summary

As a Senior Manager with over 10 years of expertise in Project Management and Sales, I specialize in driving global OEM projects, with budgets ranging from \$300K to over \$100M. My career spans diverse industries, including medical, technology, and telecommunications, with a track record of successfully managing complex, high-stakes projects for global accounts such as IBM, Google, Varian Medical Systems, Siemens, and Rockwell Automation.

In addition to my project management acumen, I bring extensive experience as a Sales Manager, developing and nurturing relationships with top-tier clients, negotiating multi-million-dollar contracts, and delivering customized solutions that address specific customer needs. My ability to analyze challenges, identify opportunities, and implement strategic solutions has enabled me to consistently exceed client expectations and business goals.

Throughout my career, I've demonstrated a talent for problem-solving and adaptability, managing projects across multiple regions and time zones. I excel in leading cross-functional teams, mentoring colleagues, and fostering a collaborative environment that drives high performance and continuous improvement. My leadership style is rooted in empathy, transparency, and a deep commitment to professional development, both for myself and my teams.

Key areas of expertise:

Project Management (PMP)
Global Account Management
Budgeting, Forecasting, and Financial Analysis
Strategic Planning and Execution
Customer Relationship Management (CRM)

Cross-functional Team Leadership
Key Account Acquisition and Retention
Sales Strategy and Negotiation
Agile Methodology & Six Sigma Green Belt (in progress)
Value Stream Mapping and Process Optimization

At Dell Technologies, I led a \$100M customer, overseeing a team of 20+ professionals through multiple phases of development, implementation, and client handoff. These experiences have honed my ability to manage large-scale projects under tight deadlines, ensuring both efficiency and innovation in delivering top-tier results.

My passion for refining strategies and implementing best practices is reflected in the consistent growth of my clients' businesses and the success of the projects I lead. I'm driven by the opportunity to work with clients to build tailored solutions that solve complex problems and create value, both in terms of operational efficiency and long-term growth.

I'm always looking to take on new challenges where I can apply my skills and contribute to the success of global teams and projects.

Experience

Echez Group

Business Development Manager at Microsoft

November 2024 - Present (10 months)

Porto Alegre, Rio Grande do Sul, Brazil

Managing Microsoft Local Device Partners tier 1 and 2 in South America.

Dell Technologies

18 years 4 months

Program Project Manager

December 2014 - August 2024 (9 years 9 months)

Porto Alegre Area, Brazil

Led all stages of custom product development projects, from the initial scoping call with clients to the design, creation, and successful implementation of the final solution. Demonstrated strong leadership by guiding and coordinating cross-functional teams, including engineers, technical staff, material planners,

logistics, and sales, to drive project success. Post-launch, I spearheaded the rollout of the solution in Europe, Asia and Latin America, overseeing inventory management and the procurement of essential components throughout the product lifecycle, ensuring sustained project excellence.

Technical Project Program Manager

August 2010 - December 2014 (4 years 5 months)

Brazil

Managed customer quality escalations and effectively addressed product-related dissatisfaction. Collaborated closely with product engineers to diagnose issues, develop solutions, and implement product enhancements. Regularly analyzed product failure rates for key customers, working together to improve product quality and restore customer confidence. Demonstrated strong problem-solving skills and a commitment to delivering exceptional customer experiences.

Inside Sales

May 2006 - August 2010 (4 years 4 months)

Brazil

Consistently exceeded sales quotas for eight consecutive quarters while maintaining high levels of customer satisfaction. Managed the interviewing and coaching of sales makers, fostering their development. Delivered training seminars to enhance team performance.

Vivo Empresas Brasil

Business Account Executive

January 1999 - July 2005 (6 years 7 months)

Brazil

Excelled in selling both voice and data services, consistently driving monthly revenue growth. Earned a promotion to Large Customers Account Manager, and was recognized as the top sales performer in the state, receiving awards in December 2003 and June 2004. Demonstrated exceptional sales and account management abilities by managing the largest corporate accounts for Vivo.

21st Century TeleNet LLC

Controller Assistant - Internship Student

March 1996 - July 1997 (1 year 5 months)

Denver, Colorado, United States

Handled the business plans for Europe and Asia, assisted in preparing budgets, managed general ledger and maintained cash receipts; reconciled

bank accounts and prepared commission payments. Managed all accounts in the Spanish and Portuguese speaking countries

Grupo Kepler Weber Industrial S/A

Product Manager

April 1991 - December 1995 (4 years 9 months)

Porto Alegre Area, Brazil

Managed Grain Dryer Systems, providing support to the sales team and conducting in-depth market research. Composed monthly sales reports and planned the annual convention. Developed a comprehensive database system to streamline the sales process. Compiled and maintained detailed customer profiles. Assisted the marketing manager in annual budget planning, coordinating promotional events and campaigns to drive business growth.

Education

Fundação Getulio Vargas

MBA in Project Management, PMP · (2013 - 2014)

Universidade Federal do Rio Grande do Sul

Bachelor of Business Administration - BBA, Quality Assurance & Management · (1990 - 1995)