

Nicolas Dupuis

Strategy & Operations | Business & Product Operations | Strategic Planning & Analytics

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SUMMARY

Strategy and operations professional with 11+ years turning complex, cross-functional problems into clear decisions for executive leadership. Builds the cost models, analytical frameworks, and performance dashboards leaders rely on to forecast revenue, manage risk, and steer multi-million-dollar portfolios. Translates messy operational data into action across global teams, partners, and product lines. Equally comfortable owning the strategic question and the analysis that answers it.

EXPERIENCE

Program Manager III, Strategic Planning & Product Operations

Nov 2019 – Present

Hewlett Packard Enterprise · Andover, MA (Remote)

- Drove an order-prioritization effort prompted by industry-wide component cost spikes (RAM, SSD), ranking internal product orders by forecasted price increases and material availability and pulling high-impact orders into earlier ship dates, saving thousands to tens of thousands of dollars per order.
- Built a cost-modeling tool that forecasts how rising component costs will hit the budget for internal project and program orders, accounting for supplier shortages that stretch lead times and push fulfillment to higher future prices. It gives the business advance visibility into expected spend and prevents surprise budget overruns.
- Led the analysis of a \$28M inventory surplus, partnering with executive leadership to design mitigation plans that limited financial exposure.
- Designed and rolled out the analytics dashboards now relied on across product management, product leadership, and business-unit leadership. They track order trends, revenue, and operational metrics, cutting response time on emerging issues.
- Stood up attach-rate analytics that surfaced cross-sell opportunities and aligned partners around shared revenue targets.
- Produced the executive financial reporting (weekly, monthly, quarterly) used for revenue forecasting and portfolio-health monitoring across 1,500+ SKUs, improving delivery cadence and inventory planning.

Program Manager II

Apr 2016 – Nov 2019

Hewlett Packard Enterprise · Andover, MA (Remote)

- Drove the launch of a new enterprise networking product forecast to generate \$15M in annual revenue over its first three years, coordinating engineering, supply, and go-to-market teams to hit the release date.
- Led cross-functional teams through the full new-product lifecycle, from concept to launch, delivering on time and on budget.
- Built the governance frameworks and standard operating procedures that let a key product program compress its time-to-market.
- Standardized analytics and reporting across global teams, improving consistency and shortening delivery timelines.
- Created portfolio dashboards for global order and shipment tracking, with regional drill-down for leadership.

Program Manager I

May 2014 – Apr 2016

Hewlett Packard Enterprise · Littleton, MA

- Led the qualification program to bring a major operating system onto the company's enterprise networking hardware, owning technical scope, timeline, and resources.
- Identified and launched a new product line projected at \$10M+ in annual revenue, coordinating across engineering and business teams.
- Reworked the budget process and built planning and tracking systems that sharpened forecasting and resource allocation across the program portfolio.

EDUCATION

B.S., Management Engineering (Concentration: Electrical & Computer Engineering)

2014

Minor in Economics · Worcester Polytechnic Institute, Worcester, MA · GPA 3.54

SKILLS

Strategy & Operations: Strategic Planning · Business & Product Operations · Process Optimization · Cross-Functional Leadership · Vendor & Partner Management · Quality Management

Analytics & Finance: Financial Analysis · Forecasting · Cost Modeling · Data & Business Analysis · Data Visualization

Tools: Microsoft Power BI · Microsoft Fabric · Excel (advanced) · PowerPoint · Microsoft Office