

Gregory Truby

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Website:

www.gabraria.com

Link to this résumé at:

www.gabraria.com/about

“Greg is an excellent Excel teacher. He has an extensive understanding of both formulas and VBA as well as robust spreadsheet design. And he is able to translate these concepts into language that is easy to understand and demonstrate them using real world examples”

Sonya Downs
Controller – Global Sales
Organization, Haldex

“Greg is amazing at listening, understanding a problem or issue and then applying his immense knowledge of Excel and Visual Basic for Applications to take mundane manual processes and automate them, frequently saving hundreds of hours of labor per year...”

John Beaudoin
Fujifilm Sericol USA, Inc
N. American Logistics Manager

SKILL SUMMARY

- Exceptional Excel skills. Strong in Access and PowerPoint.
- Cross cultural communications. Fluent in Spanish
- Sales and Marketing
- Speaking in public at conferences, seminars and tradeshow
- Exports, Imports and Foreign Trade Zone
- Customer Service and Customer Satisfaction Surveying
- Project Management
- Experience managing both exempt and non-exempt staff

SELECTED ACCOMPLISHMENTS

- Developed completely new applications for commercial customers based on an Excel-centric architecture which leverage Excel’s innate user interface strengths while still implementing solid design precepts of segregation of code and data; and the loose coupling of user interfaces, business logic and data storage.
- Helped customers make updates or upgrades to existing Excel and Access applications that were developed by others to comply with new business or legal requirements, to enhance reporting and to improve the user interface.
- Excel Classes: Developed and taught own curriculum internally and professionally for CFO Learning. Also taught seminars professionally for Fred Pryor Seminars using their curriculum. Topics included formatting, conditional formatting, customizing toolbars, data types, complex formulae, built-in functions, database functions & queries, pivot tables, outlining, subtotaling, auditing, goal seek, solver, scenarios, named ranges, lookups, controls, charting & trend-line analysis and an introduction to VBA programming.
- Developed eight Excel add-ins and numerous VBA-enhanced workbooks for improving general excel functionality and for managing specific business processes for Finance, Procurement, Customer Service, Warehouse, Export Compliance and Foreign Trade Zone departments.
- Implemented a Foreign Trade Zone from start to finish: operational feasibility study, complete financial analysis, consultant selection and engagement, FTZ boundary modification, software architecture determination, design of new operational flows, Customs’ approval, contract negotiation with grantee, broker interfaces and census reporting, Excel programming to enhance operational efficiencies and reporting capabilities. Savings were approx. \$300K/year or \$2.4M over life of the project.
- Re-engineered service parts distribution in two international regions to allow elimination of distribution centers in Toronto and later San Juan and direct

“Twice Mr. Truby has come to our school to share his cross cultural experiences living and working abroad. He is a talented storyteller, able to hold the attention of 300 seventh grade students throughout a fifty minute presentation.”

Mrs. Michelle Horton
7th and 8th Grade Math
Teacher, New Mark Middle
School, Kansas City, Missouri

distribution to Sony's service network with minimal increase in TAT.

- Developed a relational database in Access capable of importing marketing survey data from multiple source file structures by using dynamically created SQL statements and event-sensitive forms to allow extraction of survey data. Coupled this with VBA in Excel to take SQL-created output files from Access and generate extensive breakouts of data based on survey question structure, and auto-generate Excel charts. Project improved report quality, cut TAT to fill requests for analyses and reduced manpower requirements from 120 hrs/week to 4-6 hrs/week.
- Over a seven-year period created an overseas distributor network for small manufacturer. Increased non-Canadian exports from \$72K per year over \$1.2M per year.
- Developed a multi-user accounting system for a savings & loan cooperative in Costa Rica. Gave classes in Spanish on spreadsheet automation (Lotus-123) and database automation (dBase III/Clipper) to train local personnel to support system when I left the Peace Corps.

WORK HISTORY

2009 – Present	GabrAria LLC	Kansas City, Missouri
Owner and Principal		
1997 – 2009	Sony	Kansas City, Missouri
Export Manager Business Process Liaison		
1991 – 1997	Osborne Industries	Osborne, Kansas
Export Sales Director		
1988 – 1990	United States Peace Corps	Tilarán, Costa Rica
Volunteer		

EDUCATION

1983 – 1987	Wichita State University	Wichita, Kansas
Bachelor of Science Major: International Business, cum laude Minors: Economics, Spanish		
1988	Centro de Potencial Humano	Santa Ana, Costa Rica
Spanish Language and Cross Cultural Training		
2001	Air Academy Associates	Park Ridge, New Jersey
Six Sigma Transactional Greenbelt Training		

AWARDS/ CERTIFICATIONS

Microsoft – MVP Excel, 2008 - 2011

MVP-ship is not a certification. It is an award bestowed by Microsoft “for exception contributions to the online communities”. There are thirty Excel MVPs in the United States and a total of ninety-seven worldwide.

Sony – Excellent Service Engineering & Repair Activities, Bronze Prize

An annual competition across all Sony groups globally. The International Customer Service Team I managed won third place in the awards for service activities worldwide.

Spanish Fluency – Foreign Service Institute (FSI) Score of 3+