

Domenico Fontana

Email: Contact Information

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- **Location:** Palermo

» Work Preferences

Ideal Projects: Interested in projects combining data analysis, machine learning, and business impact. Preference for data-driven companies with modern infrastructure and access to significant datasets.

Business Impact: Want to contribute to projects where data analysis has direct impact on strategic decisions and measurable business results.

» Professional Summary

Data leader with proven track record building enterprise data capabilities. Experience defining analytics strategies and implementing scalable ML infrastructure. Ability to translate business objectives into data-driven technical roadmaps.

» Professional Experience

Channel Sales Manager

Example Corp | Sales | London, UK *January 2020 - Present*

- Led strategic initiatives for enterprise clients, delivering 25% revenue growth
- Managed cross-functional teams of 5-10 professionals across multiple projects
- Implemented process improvements reducing operational costs by 15%
- Exceeded quarterly KPIs by an average of 20%

Sales Specialist

Tech Innovations Ltd | Sales | Berlin, Germany *September 2017 - December 2019*

- Supported key projects with focus on operational excellence
- Collaborated with internal and external stakeholders

- Conducted data analysis and delivered insights to senior management
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» Education

Master's Degree in Business Administration

University of London | 2015-2017 *First Class Honours*

Bachelor's Degree in Business Administration

University of Manchester | 2012-2015 *2:1 Honours*

» Technical Skills

- Sales Automation
 - Sales Forecasting
 - SPIN Selling
 - Presentation Skills
 - Time Management
 - Complex Sales Cycles
 - Churn Prevention
 - Consultative Selling
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» Certifications

- **Customer Advocacy** | Professional Institute | 04/2022
 - **Customer Relationship Management** | Technical Academy | 10/2023
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» Certificazioni

- **Professional Data Engineer**
Google Cloud - 2021
- **Microsoft Certified: Azure Data Scientist Associate**
Microsoft - 2021
- **AWS Certified Machine Learning - Specialty**
Amazon Web Services - 2021

- **Deep Learning Specialization**

Coursera/DeepLearning.AI - 2019

Languages

- **English::** Fluent - C2
 - **Italian::** Professional - C1
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In accordance with European Regulation 679/2016 (GDPR), I authorize the processing of my personal data for recruitment and selection purposes.