

Jorge Chen

Email: Contact Information

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 - **Location:** Giugliano in Campania
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» 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

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%
- Coordinated sprint planning and retrospectives with team of 6 people

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

- CRM Analytics
 - Salesforce
 - Active Listening
 - Account Management
 - Customer Retention
 - SPIN Selling
 - Outreach.io
 - Monday.com
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» Certifications

- **Sales Forecasting** | Industry Certification Board | 09/2022
 - **Email Tracking** | Industry Certification Board | 02/2019
 - **Relationship Building** | Technical Academy | 01/2024
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» Certificazioni

- **TensorFlow Developer Certificate**
Google - 2022
- **Professional Data Engineer**
Google Cloud - 2022
- **Lean Six Sigma Green Belt**
ASQ - 2022
- **Certificazione Lingua Inglese C1**
Cambridge English - 2018

Languages

- **English::** Fluent - C1
 - **Italian::** Native
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