

Alessia Costa

Email: Contact Information

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- **Location:** Salerno

» 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.

Tools & Technologies: Seeking opportunities to work with modern tech stack (cloud, big data, ML frameworks) and experiment with new analytical methodologies.

» Professional Experience

Enterprise Sales Director

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

- Problem Solving
 - Customer Advocacy
 - Quota Management
 - Net Promoter Score
 - Customer Onboarding
 - Email Tracking
 - Renewal Management
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» Certifications

- **Resilience** | Professional Institute | 04/2019
 - **B2B Sales** | Industry Certification Board | 03/2024
 - **Meeting Scheduling** | Professional Institute | 08/2023
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» Certificazioni

- **TensorFlow Developer Certificate**
Google - 2022
- **Microsoft Certified: Azure Data Scientist Associate**
Microsoft - 2022
- **Excel Expert**
Microsoft - 2020
- **Deep Learning Specialization**
Coursera/DeepLearning.AI - 2019

Languages

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