

Rami Petrov

Email: Contact Information

- **Email:** rami.petrov@email.com
- **Phone:** +39 367 549 6820
- **Location:** Lisbon

» 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 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 Representative

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

- Coordinated sprint planning and retrospectives with team of 10 people
- Conducted data analysis and delivered insights to senior management

--- Lead strategic technical initiatives with cross-team impact.

» 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

- LinkedIn Sales Navigator
 - Value Selling
 - Presentation Skills
 - Customer Relationship Management
 - Cross-selling
 - CRM Analytics
 - RFP Management
 - Enterprise Sales
 - Challenger Sale
 - Networking
-

» Soft Skills

Effective technical communication with non-tech stakeholders | Fast learning capability for new technologies | Proactivity in identifying and solving problems | Collaboration in distributed and multicultural teams

» Certificazioni

- Microsoft Certified: Azure Data Scientist Associate
Microsoft - 2022

- **AWS Certified Machine Learning - Specialty**

Amazon Web Services - 2022

- **Professional Data Engineer**

Google Cloud - 2021

Languages

- **English::** Professional - C1

- **Italian::** Working Knowledge - B1
-
-

I authorize the processing of personal data contained in this CV in accordance with Article 13 of GDPR 679/2016.