Francesco Mancini

Email: Contact Information

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- **Location:** Sassari

» Work Preferences

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

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

» Professional Summary

Senior data scientist with 12+ years of experience designing ML/AI solutions for complex business problems. Technical leadership on strategic data-driven initiatives and analytics team mentoring. Expertise in deep learning, NLP, and big data technologies.

» 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

--- Evolve towards {direction} roles.

» 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

• Deal Closing

• Consultative Selling

• Churn Prevention

• RFP Management

• Account-Based Selling

• ZoomInfo

• Sales Enablement Tools

• Pipedrive

• Meeting Scheduling

» Soft Skills

Effective technical communication with non-tech stakeholders | Collaboration in distributed and multicultural teams | Attention to detail and focus on code quality | Proactivity in identifying and solving problems

» Certificazioni

• **Microsoft Certified: Azure Data Scientist Associate**
  Microsoft - 2022

• **AWS Certified Machine Learning - Specialty**
  Amazon Web Services - 2022

- **Professional Data Engineer**
  Google Cloud - 2020

- **Deep Learning Specialization**
  Coursera/DeepLearning.AI - 2019

Languages

- **English:**: Advanced - C2
- **Italian:**: Fluent - C2