

Arianna Ferrara

Email: Contact Information

- **Email:** arianna.ferrara@email.com
 - **Phone:** +39 343 104 7392
 - **Location:** Parma
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» 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

Account Executive

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 Planning
 - Gong
 - Problem Solving
 - Upselling
 - Resilience
 - RFP Management
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» Certificazioni

- **Microsoft Certified: Azure Data Scientist Associate**
Microsoft - 2022
- **Professional Data Engineer**
Google Cloud - 2022

Languages

- **English::** Fluent - C1
 - **Italian::** Working Knowledge - B1
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