Ester Russo

Email: Contact Information

- **Email:** ester.russo@email.com
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- **Location:** Milano

» 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

VP of Sales

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

--- Mentor junior/mid developers and contribute to team growth.

» 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

- Resilience
- Pipeline Management
- Customer Advocacy
- Renewal Management
- Proposal Writing
- Meeting Scheduling
- Presentation Skills
- Account Management
- Challenger Sale

» Soft Skills

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

» Certificazioni

- **Excel Expert**
  Microsoft - 2023

- **Certified Kubernetes Administrator (CKA)**
  Cloud Native Computing Foundation - 2022

- **AWS Certified Solutions Architect**
  Amazon Web Services - 2021

- **Lean Six Sigma Green Belt**
  ASQ - 2021

Languages

- **English:**: Professional - C2
- **Italian:**: Professional - C1

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