James Smith

Email: Contact Information

- **Email:** james.smith@email.com
- **Phone:** +39 344 883 5546
- **Location:** Athens

» 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.

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.

» Professional Experience

Inside 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
- Conducted data analysis and delivered insights to senior management

» 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

• Business Development

• CRM Analytics

• Upselling

• Customer Onboarding

• Quota Management

• Sales Planning

• Customer Training

» Certificazioni

• **Deep Learning Specialization**
  Coursera/DeepLearning.AI - 2021

• **AWS Certified Machine Learning - Specialty**
  Amazon Web Services - 2021

Languages

• **English:**: Native

• **Italian:**: Professional - C1

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