

Leonardo Ferrari

Email: Contact Information

- **Email:** leonardo.ferrari@email.com
- **Phone:** +39 350 885 4753
- **Location:** Giugliano in Campania

» Work Preferences

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

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

» 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

Junior 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

- Achieved annual objectives with performance consistently above target (17%)
 - 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

- Account-Based Selling
 - Presentation Skills
 - Value Selling
 - Active Listening
 - Solution Selling
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» Certifications

- **Quota Management** | Industry Certification Board | 10/2019
 - **C-Level Selling** | Technical Academy | 07/2020
 - **Contract Negotiation** | Professional Institute | 04/2022
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» Certificazioni

- **AWS Certified Machine Learning - Specialty**
Amazon Web Services - 2023
- **TensorFlow Developer Certificate**
Google - 2020
- **Certificazione Lingua Inglese C1**
Cambridge English - 2020

Languages

- **English::** Advanced - C2
 - **Italian::** Native
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