

# Greta Mariani

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## Email: Contact Information

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- **Email:** greta.mariani@email.com
- **Phone:** +39 398 517 1877
- **Location:** Padova

## » Work Preferences

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**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.

**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.

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## » Professional Summary

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Data leader with proven track record building enterprise data capabilities. Experience defining analytics strategies and implementing scalable ML infrastructure. Ability to translate business objectives into data-driven technical roadmaps.

## » Professional Experience

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### Chief Revenue Officer

**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

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### 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*

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## » Technical Skills

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- Active Listening
  - RFP Management
  - Sales Enablement Tools
  - Customer Training
  - Meeting Scheduling
  - Relationship Building
  - SalesLoft
  - HubSpot CRM
  - Solution Selling
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## » Soft Skills

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**Complex problem solving and analytical thinking | Attention to detail and focus on code quality | Proactivity in identifying and solving problems | Effective technical communication with non-tech stakeholders**

## » Certificazioni

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- **Lean Six Sigma Green Belt**  
*ASQ - 2022*
- **Microsoft Certified: Azure Data Scientist Associate**  
*Microsoft - 2022*
- **Deep Learning Specialization**  
*Coursera/DeepLearning.AI - 2020*
- **Certificazione Lingua Inglese C1**  
*Cambridge English - 2019*

## Languages

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