

Augusto Conti

Email: Contact Information

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 - **Location:** Copenhagen
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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

SVP 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
- Defined quarterly technical roadmap aligned with business objectives
- Conducted data analysis and delivered insights to senior management

--- Lead strategic technical initiatives with cross-team impact.

» 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 Automation
 - B2B Sales
 - C-Level Selling
 - Challenger Sale
 - SPIN Selling
 - Monday.com
 - Salesforce
 - Sales Strategy
 - Presentation Skills
 - HubSpot CRM
 - SalesLoft
 - Cross-selling
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» Soft Skills

Complex problem solving and analytical thinking | Effective technical communication with non-tech stakeholders | Fast learning capability for new technologies | Collaboration in distributed and multicultural teams

» Certificazioni

- Deep Learning Specialization
Coursera/DeepLearning.AI - 2019
- Lean Six Sigma Green Belt
ASQ - 2019

Languages

- **English::** Advanced - C1
 - **Italian::** Native
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In accordance with European Regulation 679/2016 (GDPR), I authorize the processing of my personal data for recruitment and selection purposes.