

Prisca Russo

Email: Contact Information

- **Email:** prisca.russo@email.com
- **Phone:** +39 349 267 7635
- **Location:** Genova

» Work Preferences

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

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 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

Sales Director

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%
- Implemented process generating 14k€ annual savings

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

--- 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

- Enterprise Sales
 - Monday.com
 - Relationship Building
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» Certifications

- **Deal Closing** | Technical Academy | 03/2024
 - **Persuasion** | Professional Institute | 05/2021
 - **Quota Management** | Industry Certification Board | 09/2021
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» Certificazioni

- **AWS Certified Machine Learning - Specialty**
Amazon Web Services - 2022
- **Professional Data Engineer**
Google Cloud - 2021

Languages

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

In accordance with European Regulation 679/2016 (GDPR), I authorize the processing of my personal data for recruitment and selection purposes.