

Giada Mariani

Email: Contact Information

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 - **Location:** Parma
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» Professional Summary

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

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
- 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 Forecasting
 - Time Management
 - B2B Sales
 - Net Promoter Score
 - Gong
 - Territory Management
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» Certifications

- **Renewal Management** | Technical Academy | 02/2022
 - **RFP Management** | Industry Certification Board | 06/2023
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» Certificazioni

- **Microsoft Certified: Azure Data Scientist Associate**
Microsoft - 2021
- **TensorFlow Developer Certificate**
Google - 2021
- **Professional Data Engineer**
Google Cloud - 2020
- **Deep Learning Specialization**
Coursera/DeepLearning.AI - 2020

Languages

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