Emanuele Bruno

Email: Contact Information

- **Email:** emanuele.bruno@email.com
- **Phone:** +39 397 632 5249
- **Location:** Foggia

» 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

VP 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

- Increased team productivity by 42% through workflow optimization
- 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

- Churn Prevention
- Cross-selling
- Relationship Building

» Soft Skills

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

» Certifications

- **Customer Onboarding** | Technical Academy | 07/2023
- **Time Management** | Technical Academy | 11/2024
- **LinkedIn Sales Navigator** | Industry Certification Board | 10/2023
- **Sales Enablement Tools** | Professional Institute | 11/2020

» Certificazioni

- **TensorFlow Developer Certificate**
  Google - 2023

- **Professional Data Engineer**

  Google Cloud - 2022

- **IELTS Academic - C1**

  British Council - 2021

- **Deep Learning Specialization**

  Coursera/DeepLearning.AI - 2021

Languages

- **English:**: Professional - C2
- **Italian:**: Working Knowledge - B2

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