Filippa Ferrara

Email: Contact Information

- **Email:** filippa.ferrara@email.com
- **Phone:** +39 380 360 1497
- **Location:** Dublin

» 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

Sales Representative

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

» 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

- Gong
- Solution Selling
- Sales Planning
- Persuasion
- Customer Training
- Churn Prevention
- Salesforce
- Renewal Management

» Soft Skills

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

» Certifications

- **Proposal Software** | Technical Academy | 11/2024
- **Complex Sales Cycles** | Technical Academy | 05/2022
- **Deal Closing** | Professional Institute | 07/2022

» Certificazioni

- **AWS Certified Machine Learning - Specialty**
  Amazon Web Services - 2023

- **TensorFlow Developer Certificate**
  Google - 2023

- **Professional Data Engineer**
  Google Cloud - 2021

- **Deep Learning Specialization**
  Coursera/DeepLearning.AI - 2019

Languages

- **English:**: Fluent - C1
- **Italian:**: Working Knowledge - B1

I authorize the processing of my personal data in accordance with EU Regulation 2016/679 (GDPR) for recruitment purposes.